# FLP<sub>®</sub> BUSINESS MODEL



FEATURES AND FUNCTIONALITIES



# FLP® POINT OF SALES MANAGEMENT FEATURES & FUNCTIONALITIES

#### SOLUTION TO RAISE OVERALL ORGANISATION PRODUCTIVITY

FLP® Point of Sales Manager utilises the latest information technologies to provide retailers a powerful computer system to streamline retail business processes both in the outlet shops and back office, providing the most up-to-date business information for escalating sales performance, low operation cost, tight inventory control, efficient allocation of human resources and quick business decision.

#### **UPLIFT MANAGEMENT VISIBILITY**

Issued sales invoices, receipts, delivery notes, and so on are all available immediately online for reference by authorized staff throughout the entire enterprise. As such, transparency in business performance and management is greatly enhanced.

#### ACCOUNTING ENTRIES IMMEDIATELY DONE

FLP® Point of Sales Manager requires no additional effort to do the double entries which are automatically completed for you.

#### SHORT LEARNING CURVE

Design of FLP® Point of Sales Manager is based on human ways of performing tasks and the learning curve is therefore short, help request from supporting staff is low and return on investment is high.





#### **AS-A-WHOLE APPROACH**

FLP® Point of Sales Manager does not adopt traditional 'module' approach. All the series of FLP® solutions (e.g. FLP® Executive Manager, FLP® Human Resources Manager, FLP® Accounting Manager, FLP® Customer Manager, etc.) are based on real life situation that each functional manager multi-dimensionally interacts with each other and the design of FLP® solutions is founded on this solid and modern approach.

#### DESIGNED BY ACCOUNTING AND MANAGEMENT PROFESSIONALS

The whole series of FLP® solutions is designed by finance and management professionals of worldwide experience and we understand more of your business needs, not just in computer terms.

#### TYPE ONCE; USE MANY; MANY CAN USE; ANYTIME; ANYWHERE

Data is only entered once and when a change is made, even if it is just a change in customer address, the information is updated throughout the whole system.

#### STREAMLINE STOCKING AND REORDERING PROCESS

FLP® Point of Sales Manager helps to streamline the stocking and reordering process. Costly overstocking mistakes can be avoided by eliminating slow-moving items and increasing the turnover rate of stock.



#### **FEATURES**

- ▶ Receipt and invoice issuance
- Staff identification by finger print and password
- Outlet shop replenishment management
- Online product information
- Dynamic allocation of staff and staff attendance
- Profit analysis and Transaction history
- Customer database
- Mail merge, Email and calendaring
- Facilitate promotion campaign
- Warehouse management
- ▶ Supply chain and purchase management
- ▶ IBM express solution for ease-to-use, ease-to-acquire
- ▶ Collaboration platform to foster teamwork, share work and information
- ▶ Global access to extend market coverage
- Security user only sees role-based information
- Support multiple users, multiple languages, multiple Currency
- ▶ Built-in IBM Beacon Award winning report writer
- Seamlessly integrated with all FLP solutions



K, Close

Ultra Active

Room 1903, Office Tower, Convention Plaza, No.1 Harbour Road, Wanchai, Hong Kong Tel· (882) 31119600 Fax: (852) 23575328 Enquiry- info@ultraactive.com Web Site: www.ultraactive.com

#### Offical Receipt

Receipt Number: RT040500729

Date: 2005-01-19

Received from: Zapf Creation (H.K.) Limited

The sum of: HKD10,600.00 in payment of: SI040500754

Payment:

Cheque

Bank: HypoVereinsbank

Cheque Number: 114961

This receipt is valid only after the cheque has been honoured on the first presentation of the cheque to our bank

For and on behalf of Ultra Active Technology Limited

| Receipt Number 🗘    | Receipt Date 🗘 | Customer 🗘                           | HKD Amount ♦  |
|---------------------|----------------|--------------------------------------|---------------|
| ▶ Aug-2004          |                | ·                                    | 1,908,940.10  |
| ▶ Sep-2004          |                |                                      | 2,074,975.60  |
| Oct-2004            |                |                                      | 2,602,842.30  |
| Nov-2004            |                |                                      | 2,867,492.60  |
| Dec-2004            |                |                                      | 3,368,783.25  |
| ▼Jan-2005           |                |                                      | 1,719,609.90  |
| ▶ 2005-01-03        |                |                                      | 73,050.00     |
| ▶ 2005-01-04        |                |                                      | 48,360.00     |
| ▶ 2005-01-05        |                |                                      | 57,740.00     |
| 2005-01-06          |                |                                      | 205,700.00    |
| ▶ 2005-01-07        |                |                                      | 5,000.00      |
| ▶ 2005-01-08        |                |                                      | 6,800.00      |
| ▶ 2005-01-10        |                |                                      | 22,900.00     |
| ▶ 2005-01-11        |                |                                      | 3,456.00      |
| 2005-01-12          |                |                                      | 23,340.00     |
| ▶ 2005-01-13        |                |                                      | 129,804.50    |
| ▶ 2005-01-14        |                |                                      | 747,956.40    |
| ▶ 2005-01-15        |                |                                      | 233,753.00    |
| 2005-01-17          |                |                                      | 19,500.00     |
| <b>▼</b> 2005-01-18 |                |                                      | 131,650.00    |
| RT040500723         | 2005-01-18     | MIS Technology Project Limited       | 80,500.00     |
| ▶ RT040500724       | 2005-01-18     | Y-tech International Company Limited | 6,900.00      |
| RT040500725         | 2005-01-18     | Kurt Salmon Associates, Inc.         | 8,200.00      |
| RT040500726         | 2005-01-18     | Hiller Pharma Co. Limited            | 5,850.00      |
| RT040500727         | 2005-01-18     | Technology Support Limited           | 5,200.00      |
| RT040500728         | 2005-01-18     | Mandarin De Apparel                  | 25,000.00     |
| <b>▼</b> 2005-01-19 |                |                                      | 10,600.00     |
| ▼ RT040500729       | 2005-01-19     | Zaof Creation (H.K.) Limited         | 10,600.00     |
| Official Receipt    | 2005-01-19     | Zapf Creation (H.K.) Limited         |               |
|                     |                |                                      | 60,850,796.38 |

#### **INVOICE ISSUANCE**

Invoices can be sorted by sales person, invoice date, customer and invoice amount.



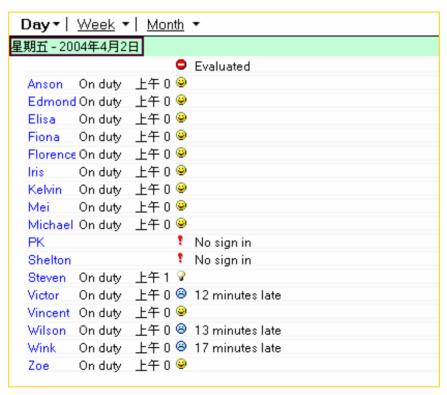
| Invoice ♦ Invoice Date ♦ Customer ♦ |     | Invoice Amount 🔾 | HKD Amoun  |
|-------------------------------------|-----|------------------|------------|
| Rainbow Pui Ling Yu                 |     | 347,978.40       | 347,978    |
| ▶ Victor Tao Yang Hung              |     | 12,886,878.00    | 12,955,435 |
| ▶ Vincent Man Hin Chau              |     | 3,360.00         | 3,360      |
| ▶ Virginia Chui Ting Cheung         |     | 5,175,824.20     | 5,309,587  |
| ▼ Vivian Ka Wing Tam                |     | 9,610,911.50     | 9,712,412  |
| ▼Jan-2005                           |     | 482,150.00       | 482,150    |
| SI040500826 2005/01/18              | HKD | 1,700.00         | 1,700      |
| SI040500825 2005/01/18              | HKD | 5,400.00         | 5,400      |
| SI040500819 2005/01/14              | HKD | 11,200.00        | 11,200     |
| SI040500818 2005/01/14              | HKD | 2,850.00         | 2,850      |
| SI040500795 2005/01/11              | HKD | 91,800.00        | 91,800     |
| SI040500766 2005/01/04              | HKD | 80,500.00        | 80,500     |
| SI040500757 2005/01/03              | HKD | 6,200.00         | 6,200      |
| SI040500694 2005/01/31              | HKD | 8,500.00         | 8,500      |
| SI040500693 2005/01/31              | HKD | 71,000.00        | 71,000     |
| SI040500692 2005/01/31              | HKD | 53,000.00        | 53,000     |
| SI040500691 2005/01/31              | HKD | 67,000.00        | 67,000     |
| SI040500690 2005/01/31              | HKD | 83,000.00        | 83,000     |
| ▶ Dec-2004                          |     | 682,467.00       | 682,467    |
| ▶ Nov-2004                          |     | 362,035.00       | 362,035    |
| ▶ Oct-2004                          |     | 368,558.00       | 368,558    |
| ▶ Sep-2004                          |     | 645,052.00       | 645,052    |
| ▶ Aug-2004                          |     | 143,120,00       | 143,120    |



#### STAFF IDENTIFICATION BY FINGER PRINT / PASSWORD

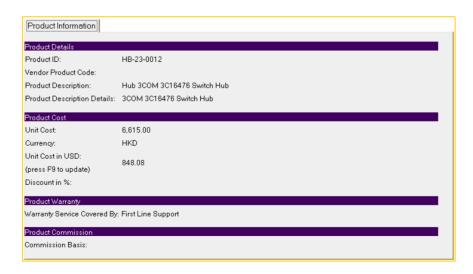
Each issued invoice for instance is stamped with staff's finger print for easy follow up.

#### STAFF ATTENDANCE



#### **ONLINE PRODUCT INFORMATION**

| Category    | Product Description               | Product ID ^ | Price 🗘  | Currency | Price in USD Prod | uct Details                    |
|-------------|-----------------------------------|--------------|----------|----------|-------------------|--------------------------------|
| ▶ Audio     | ·                                 |              |          |          |                   |                                |
| Audio Co    | onference                         |              |          |          |                   |                                |
| ▶ Cable     |                                   |              |          |          |                   |                                |
| Camera      |                                   |              |          |          |                   |                                |
| ▶ Cart      |                                   |              |          |          |                   |                                |
| ClearOn     | e                                 |              |          |          |                   |                                |
| Comput      | er                                |              |          |          |                   |                                |
| ▼ Comput    | er Hub                            |              |          |          |                   |                                |
|             | Hub 3COM 3C16476 Switch Hub       | HB-23-0012   | 6,615.00 | HKD      | 848.08 3COM       | 13C16476 Switch Hub            |
|             | Hub 3COM 3C16965 Cable            | HB-23-00121  | 735.00   | HKD      | 94.23 3CON        | 13C16965 Switch Matrix Cabl    |
|             | Hub 3COM Sperstrack III 3300XM    | HB-23-0011   | 7,500.00 | HKD      | 961.54 3COM       | 1 Sperstrack III 3300XM 24 Poi |
|             | Hub Cisco WS-C2950T-24 Switch Hub |              | 8,500.00 | HKD      | 1,089.74 Cisco    | WS-C2950T-24 Switch Hub;       |
|             | Router Partical 4 Port            |              | 1,350.00 | HKD      | 173.08 SOHO       | Router 4 Ports                 |
| ▶ Control : | Bystem                            |              |          |          |                   |                                |
| ▶ Converte  | er                                |              |          |          |                   |                                |
| Data Co     | nferencing                        |              |          |          |                   |                                |
| ▶ DVD       |                                   |              |          |          |                   |                                |
| ▶ Electron  | ic Stethoscope                    |              |          |          |                   |                                |
| Kirk Pho    | ine                               |              |          |          |                   |                                |
| LCD Dis     | play                              |              |          |          |                   |                                |
| ▶ MCU       |                                   |              |          |          |                   |                                |
| Microph     | one                               |              |          |          |                   |                                |
| ▶ Network   |                                   |              |          |          |                   |                                |
| ▶ PABX Sy   | vstem                             |              |          |          |                   |                                |

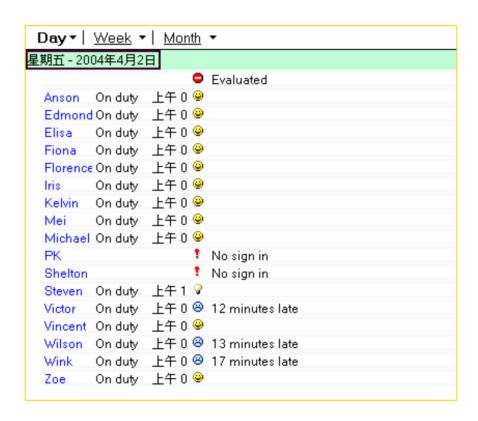




#### **DYNAMIC ALLOCATION OF STAFF**

FLP® Point of Sales Manager allows dynamic decision of allocating shop assistants to other shop outlets for seasonal activities in one location or shortage of staff in one shop.

#### STAFF ATTENDANCE



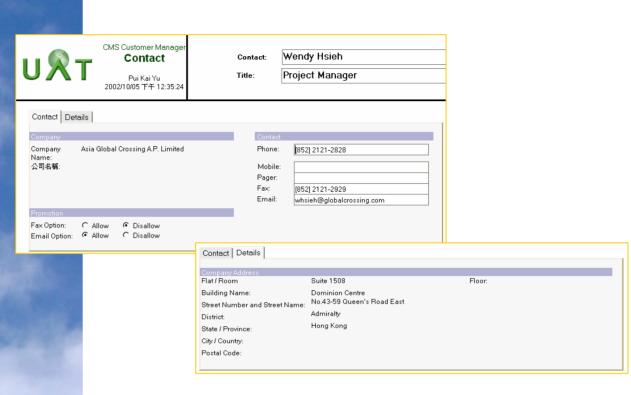
#### PROFIT ANALYSIS

Profit analysis can be done with respect to individual sales executive or outlet shop.

| Invoice   | Product                               | Cost HKD  | Price HKD | Profit HKD |
|-----------|---------------------------------------|-----------|-----------|------------|
| ▶ SI03041 | 00312                                 |           |           | 33,810.00  |
| ▶ SI03041 | 00313                                 |           |           | 94,000.00  |
| ▶ SI03041 | 00314                                 |           |           | 8,800.00   |
| ▶ SI03041 | 00315                                 |           |           | 30,000.00  |
| ▼ SI03040 | 00316                                 |           |           | 2,400.00   |
|           | Cable Polycom iPower Mic Cable        | 0.00      | 2,400.00  | 2,400.00   |
| ▼ SI03040 | 00317                                 |           |           | 24,351.40  |
|           | Polycom ViewStation EX / H.323        | 29,148.60 | 53,500.00 | 24,351.40  |
|           | Polycom ViewStation External IMUX (BR | 0.00      | 0.00      | 0.00       |
| ▼ SI03040 | 00319                                 |           |           | 7,875.00   |
|           | Polycom SoundStation Premier EX       | 0.00      | 7,875.00  | 7,875.00   |
| ▼ SI03041 | 00320                                 |           |           | 10,490.00  |
|           | Polycom SoundStation EX w/Mics        | 0.00      | 5,500.00  | 5,500.00   |
|           | Polycom SoundStation Standard         | 0.00      | 3,400.00  | 3,400.00   |
|           | Polycom ViaVideo H.323                | 2,730.00  | 4,320.00  | 1,590.00   |
| ▶ SI03041 | 00321                                 |           |           | 45,629.00  |
| ▶ SI03041 | 00322                                 |           |           | 68,200.00  |
| ▶ SI03041 | 00323                                 |           |           | 1,110.00   |
| SI03041   | 00324                                 |           |           | 12,110.00  |
| ▶ SI03041 | 00327                                 |           |           | 5,065.99   |
| ▶ SI03041 | 00328                                 |           |           | 7,179.20   |

| Sale         | s Invoi    | ce     | Product                          | Cost HKD | Price HKD | Profit HKD    |
|--------------|------------|--------|----------------------------------|----------|-----------|---------------|
| <b>▼</b> May | -2003      |        |                                  |          |           | 54,020.00     |
| <b>▼</b> V   | ctor Tao ` | 'ang F | lung                             |          |           | 52,520.00     |
|              | ▶ SII      | 3040   | 0195                             |          |           | 26,520.00     |
|              | ▶ SII      | 3040   | 0255                             |          |           | 26,000.00     |
| ▼Vi          | vian Ka W  | ing Ta | am                               |          |           | 1,500.00      |
|              | ▼ SII      | 3040   | 0216                             |          |           | 1,500.00      |
|              |            |        | Screen Draper 50" x 50" Electric | 2,800.00 | 4,300.00  | 1,500.00      |
| ▶ Jul-2      | 2003       |        |                                  |          |           | 29,200,597.67 |
| ▶ Aug-       | 2003       |        |                                  |          |           | 2,960,697.75  |
| ▶ Sep        | -2003      |        |                                  |          |           | 2,938,347.32  |
| l            |            |        |                                  |          |           | 35,153,662.74 |
|              |            |        |                                  |          |           |               |

#### **CUSTOMER DATABASE**



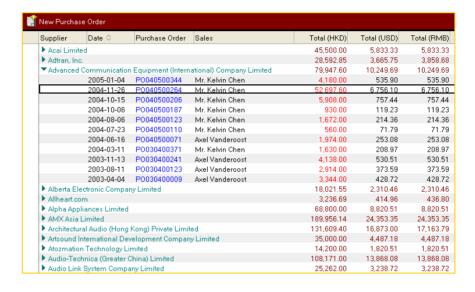
#### TRANSACTION HISTORY

Transaction history is available online for easy reference.



#### TRANSACTION HISTORY

Transaction history is available online for easy reference.





Description

PD001330 Mics Shure MX692 Wireless Boundary Mic

PD001455 Speaker JBL CONTROL23 Front Speakers

System-UA

PD001442 Mics Shure UC4-UA

Our Code

Amount

20,313.60

Price in HKD

3,385.60

8% Discount

8% Discount 644.00

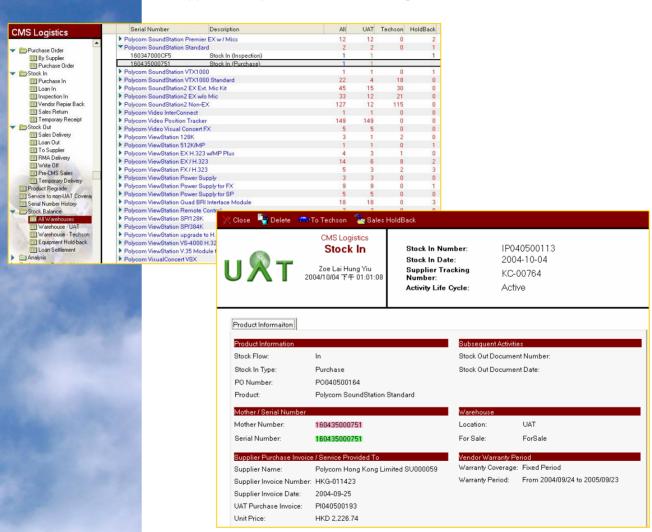
Total in HKD:

4,968.00

Qty

#### WAREHOUSE MANAGEMENT

Support multiple warehouses management.



### <<Today>> <<Company>>, <<Room>>. <<Floor>>. <<Building>>. <<Road>>. <<District>>, <<Country>> Dear << Formal Name>>. Thank you very much in attending our seminar on the 15th January, 2005, for using FLP Enterprise Management System to enhance your overall organization productivity. We look forward to becoming your valuable partner in streamlining your business processes. Feel free to contact us should you need further information. Sincerely Michael Thomson Chief Executive Officer Ultra Active Technology Limited Tel: 3111 9600

#### **MAIL MERGF**

Mail merge is a very useful tool when you have a standard letter format and selectively circulate the letters to your customers for product promotion and seasonal greetings etc.

6th January, 2005 Adam Smiths Company Limited, Room 1813, 18/F., International Finance Center. 18 Harbour Road Wan Chai, Hong Kong Dear Mr. Victor Lee. Thank you very much in attending our seminar on the 15th January, 2005, for using FLP Enterprise Management System to enhance your overall organization productivity. We look forward to becoming your 6th January, 2005 processes. Feel free to contact us Belkin Company Limited, Room 1612, 16/F., Prosperous Building 23 Canton Road Sincerely

Michael Thomson Chief Executive Officer Ultra Active Technology Limited

Tel: 3111 9600

Dear Ms Mary Wong

Tsim Sha Tsui, Hong Kong

Thank you very much in attending our seminar on the 15th January, 2005, for using FLP Enterprise Management System to enhance your overall organization productivity.

We look forward to becoming your valuable partner in streamlining your business processes. Feel free to contact us should you need further information.

Sincerely

Michael Thomson Chief Executive Officer Ultra Active Technology Limited Tel: 3111 9600



#### **EMAIL AND CALENDARING**

Integrated with Lotus Notes email and calendaring to streamline communication and scheduling processes. Once a task assignment has been made, it is marked on the group calendar for action and easy follow up.

#### **DYNAMIC ALLOCATION OF STAFF**

FLP® Point of Sales Manager allows dynamic decision of allocating shop assistants to other shop outlets for seasonal activities in one location or shortage of staff in one shop.

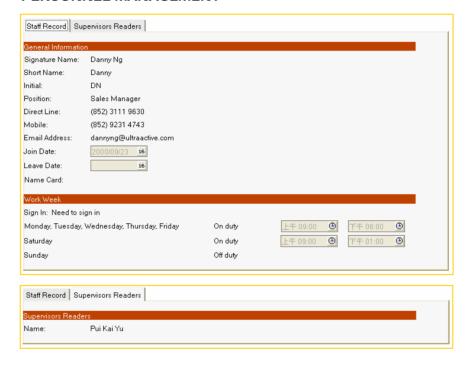
#### STAFF IDENTIFICATION BY FINGER PRINT / PASSWORD

Each issued invoice for instance is stamped with staff's finger print for easy follow up.





#### PERSONNEL MANAGEMENT



#### **FACILITATE PROMOTION CAMPAIGN**

Based on your selection criteria, you can send mass mail, for example, for promotion campaign. Mail merge and PDF are the standard features of most of the FLP® solutions.



#### **OUTLET SHOP REPLENISHMENT MANAGEMENT**

Business information, such as stock level, fast moving items and sales trends etc., are all available online in the back office, hence outlet shop replenishment plan, delivery schedule can easily and accurately be devised to ensure uninterruptible supply of goods and avoid costly overstocking.

#### IBM EXPRESS SOLUTION FOR EASE-TO-USE, EASE-TO-ACQUIRE

FLP® Point of Sales Manager distinguished itself in the software market as the system is using the latest world-class IBM® Lotus® Domino® technology. To open a shop outlet cannot be easier when you are using the FLP® Point of Sales Manager. No printing of extra stationery is required. No new system training is necessary. Shop assistants from other shops can just walk in and commence serving customers without demanding new training.

## COLLABORATION PLATFORM TO FOSTER TEAMWORK, SHARE WORK AND INFORMATION

FLP® Point of Sales Manager is founded on IBM® Lotus® Domino®, true collaboration and groupware platform. For example, once a sales contract has been concluded, there is no need circulating papers and the accounting and logistics department can follow up at once. Error and omission is reduced to minimum and the efficiency is increased.



#### **GLOBAL ACCESS TO EXTEND MARKET COVERAGE**

FLP® Point of Sales Manager can be globally accessible, together with its high degree of security, control and user-friendliness, there is no restriction as to the whereabouts of the outlet shops, thus facilitating cross-border business and expansion of market coverage. Retailers can manage the whole retailing enterprise with outlet shops situated anywhere in the world from a single office.

#### **BUILT-IN IBM BEACON AWARD WINNING REPORT WRITER**

Built-in with the report writer 'IntelliPRINTPLUS', an 'IBM Beacon Award' winner, to let user define reports for easy analysis and better business insight.

#### **AUDIT TRAIL**

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

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

| ath and Name:                                                                                                                                          | flpdata\mrdocumeav.nsf                             |                                                             |
|--------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------|-------------------------------------------------------------|
| orm Name:                                                                                                                                              | Document                                           |                                                             |
| iner                                                                                                                                                   |                                                    |                                                             |
| wner Field:                                                                                                                                            | DocumentHolder                                     |                                                             |
| ncipal Form Name                                                                                                                                       |                                                    |                                                             |
| rincipal Form Name:                                                                                                                                    |                                                    |                                                             |
| iew / Edit Document                                                                                                                                    |                                                    |                                                             |
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| Owner:                                                                                                                                                 | View<br>Allowed                                    | Edit<br>Allowed                                             |
|                                                                                                                                                        | 11                                                 |                                                             |
| Creator:                                                                                                                                               | Allowed                                            | Allowed                                                     |
| Creator:<br>Server:                                                                                                                                    | Allowed<br>Allowed                                 | Allowed<br>Allowed                                          |
| Creator:<br>Server:<br>Server Administrator:                                                                                                           | Allowed<br>Allowed                                 | Allowed<br>Allowed<br>Allowed                               |
| Creator:<br>Server:<br>Server Administrator:<br>Owner's Supervisors:                                                                                   | Allowed<br>Allowed                                 | Allowed<br>Allowed<br>Allowed                               |
| Owner:<br>Creator:<br>Server:<br>Server Administrator:<br>Owner's Supervisors:<br>Additional Allowed<br>Person / [Role]:<br>Except<br>Person / [Role]: | Allowed Allowed Allowed                            | Allowed Allowed Allowed Allowed                             |
| Creator: Server: Server Administrator: Owner's Supervisors: Additional Allowed Person / [Role]: Except Person / [Role]:                                | Allowed Allowed Allowed Allowed  / [DeptRepresent] | Allowed Allowed Allowed Allowed Allowed / [DeptRepresent]   |
| Creator: Server Administrator: Owner's Supervisors: Additional Allowed Person / [Role]: Except                                                         | Allowed Allowed Allowed Allowed  / [DeptRepresent] | Allowed Allowed Allowed Allowed  Allowed  / [DeptRepresent] |
| Creator: Server: Server Administrator: Owner's Supervisors: Additional Allowed Person / [Role]: Except Person / [Role]:                                | Allowed Allowed Allowed  I [DeptRepresent]         | Allowed Allowed Allowed Allowed  / [DeptRepresent]          |



#### SEAMLESSLY INTEGRATED WITH OTHER FLP® SOLUTIONS

FLP® Human Resources Manager can be integrated with other FLP® solutions to provide a total solution for streamling business processes and raise overall organization productivity, for example :

- ▶ FLP® Accounting Manager
- ▶ FLP® Document Manager
- ▶ FLP® Logistics Manager
- ▶ FLP® Executive Manager
- ► FLP® Dairy Manager



#### **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  $\mathsf{FLP}_{\circledast}$  does costeffectively. No other software solutions provide such an all-in-one interface integrating with your company wide company business processes.  $\mathsf{FLP}_{\circledast}$  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.



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Ultra Active Technology Limited is the developer of FLP®.

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Email: info@flpe.com

