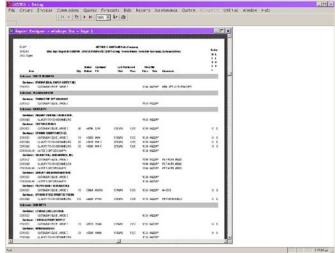
# **UCOES 2.0**

## Unique Computerized Order Entry System

#### What is UCOES?

UCOES 2.0 is the updated Windows<sup>®</sup> version of the 15year old full featured order entry system specifically designed for food service brokers. It combines the ease of the Windows graphical user interface, with its simple mouse control and drag-and-drop features, with the power and reliability of a commercially successful system.

UCOES is geared to practices and problems unique to the food service industry — an industry in which the system's authors combine over 40 years of experience. It is organized in modules so features can be created, modified or disabled to meet individual broker needs. People with little or no computer experience learn to operate the system quickly.



Preview graphical reports within UCOES before printing.

#### Startup, Training, Upgrades, and Enhancements:

Personal on-site support is provided for up to two weeks. During the first week, UCOES is installed and configured; product and customer data is entered into the system, and your staff is personally trained. A second week, several months later, is offered to make sure you get the most from the system. UCOES is continually improved, with many ideas coming from the "syndicate" of other UCOES brokers. The development team then implements these new ideas and new features into each revision.

### **Contact UCOES Sales:**

Call Hal Phillips at (508) 785-3182 or send email to halphillips@ucoes.com or sales@ucoes.com Web: http://www.ucoes.com

#### **UCOES Key Features:**

#### **Order Entry:**

**Drag N' Drop SKU entry** assures valid and readable SKUs. UCOES allows work on **multiple orde**rs (or other tasks) simultaneously.

Applying a mill's pricing scheme, UCOES prices each order automatically. **Market Pricing** is the most common method, and customer-specific prices are gathered gradually to avoid time-consuming up-front data entry. Schemes with **Price Brackets** that vary with **cube**, **units**, **weight**, or **value** are also supported and include an override feature where **Contract Prices** apply.

UCOES lets you for add pre-defined **comments** to orders, and provides an internal "**billboard**" system that prompts special handling of specific orders. UCOES features a **Change order procedure** that minimizes errors and misunderstandings, **Automatic entry** of mill-specified customer ID number on orders, and automatic transmission of orders by **FAX or EDI**.

#### **Price Change Management:**

UCOES lets you set up new prices for pre-approval by the mill *before* sending them to the customers. Once approved, new prices can be activated all at once, by customer individually, or the old prices can be rolled back without re-entry.

### **Special Reports:**

**Pre-Call Planner** can function as an "agenda" for a sales call, by providing easy reference to all items that a specified customer buys from each mill, including PO date, various PO numbers, pricing, and item status.

**Who Buys Report** lists all customers that buy a certain item. Who Buys lets you find a few cases locally or provide a "price profile" for a selected item.

### **Salesmen Remote Support:**

With appropriate computer infrastructure, salesmen can remotely access UCOES in the broker's office to view and/or download price lists and reports to their home-office computers. This information can then be printed or exported to hand-helds. Data may be accessed for the entire agency or restricted to the individual salesman.

#### Subsystems:

**Bid System** creates bids and replicates existing bids, tracking re-opening, escalator, and expiration dates. **Quote System** creates quotes and facilitates follow-up. **Commission "Short Pay" Follow-Up** facilitates resolution of commission disputes.

#### **UCOES System Requirements:**

UCOES requires Pentium class hardware, 128Mb RAM, 20 Gb hard disk, Windows 98, ME, 2000, XP or later. Network and Internet connections recommended but not required.

VCCES	
File Orders Invoices Commissions Quotes Forecasts Bids Reports Maintenance Custom Navigation Window Help	
😸 2: Add Order #48566 GENPAK \ RIIII	
Order Header Billboard Order tems Pricing Comments Mail Order / Invoice Preview & Gave	List Data Entry EDI Info
Items on this order: Generic Price List for GENPAK CORPORATION	Principal Code CENPAK Name GENPAK CORPORATION
Stock Number Onty tem# La Add Stock Number Price Description	Pack Size
10066G 50 1 #4 34.40 3 OZ. CONE CUP STRAIGHT EDGE	Address:         P.O. BOX 727
20310-HAHO 50 2 Edit 00102 0.00 Case P/J Allow (meat tray only) 20310HND 100 3 00105 0.00 Rec Cert P/J Allow once	0 68 WARREN STREET
20310HND         100         3         00105         0.00 Per Cent P/U Allowance           00109         0.00 Cube P/U Allow. (non-meat tray)	0 City: GLENS FALLS State NY V Zip Code: 12801-
Pallet / Layer 1 18.82 5-1/4X5-1/4X7/8 WHITE TRAY	1000 Country: USA
1.5 20.01 8-3/8X3-7/8X7/8 WHITE TRAY	1000
1.5G 10.00 6-3/8X3-7/8X7/8 GREEN TRAY 10066 16.01 6 X 6 WHITE TRAY	500 Customer:1 - TED ROCHE AND ASSOCIATES, LLC
10066G 16.01 6 X 6 GREEN TRAY	500 List Details Supplemental
Show price list for: 10300 21.42 SMALL WHITE 3 COMPT.	250 Required Data:
C This Customer 10500S 24.73 SESAME 5 COMPT. SCHOOL TRAY	500 Customer Code TRCONH Genpak Code
Infill's Generic     10600S     33.16 SESAME 6 COMPT. SCHOOL TRAY     10K     14.36 10-3/4X5-3/4X2 WHITE TRAY	250 Company TED ROCHE AND ASSOCIATES, LLC Inactive
C Other Customer 10K 14.36 10-3/4X5-3/4X2 OREEN TRAY	250 V Salesman 6 - KEN MCAULIFFE V
Pricing Void Close	Default Shipping Instructions CALL 24 HOURS IN ADVANCE
Dicing Total Close	Contact Laura CMS Split
1: Add Order #48565 GENPAK \ TRCONH	Bill To Address Default Ship To Address
Order Header Billboard Order tems Pricing Comments Mail Order / Invoice Preview & Bave	Company
	Address: 123 MAIN STREET Address: SAME
MII GENPAK - GENPAK CORPORATION	35
Customer EPCO - EPCO LAMINATING, INC.	City: METROPOLIS State / Province: NY V City
Salesman FOND - FONDA PACKAGEING Purchasing Agent Laura	Billboard: 1
Bill to: FORTUN - FORTUNE PLASTICS to (if different): Ship to # 12282	ist Details
FRANK - FRANKLIN DISPOSABLES, INC.	
Company GENPAK - GENPAK CORPORATION AND - HANDY WACKS	Mill GENPAK - GENPAK CORPORATION
	Customer
City: METROPOLIS State / Province: NY * City: State / Province: NY *	
Zip Code: 20111-8888 Zip Code:	Line 2 TAL SPECIALS - 4-6 WEEKS - DROP SHIPS:CALL GENPAK & GET COMPUTER #
Cust. PO# 887778 Del. Instr. CALL 24 HOURS IN ADVANCE	ine 3 TO ENTER OVER SHIP-TO BOX 1ST PAGE OF ORDERYOU CAN OVERRIDE # THERE
Delv. Date 03/17/03 Freight Payee PREPAID Terms 2/10 NET 30	Line 4 & COMPUTER WILL REVERT TO REG CUST # AFTER DROP-SHIP ORDER IS PRTD
PO Date 03/10/03	ine 5 11/5/82 - TERR #416 ONLY!! \$2.00/CS PROMO ON 250/253/205/20520
Proceed Void Close	ine 6 .75/CS ON 20010/20310 / OFF INVOICEadded text in testing 8/28
	OK Cancel
1: Add Order #46555 GENPAK \ TRCDNH	

Examples of some of the Windows-based forms included in UCOES

#### **About the UCOES Developers**

<u>Hal Phillips</u> developed the original UCOES system, beginning in 1989. Hal has worked for several major US corporations and, in 1975, co-founded the Manchaug Corporation, which manufactured polystyrene foam trays marketed entirely through food service brokers. Manchaug Corporation was sold to Genpak in 1985. Since 1986, Hal has developed data processing and EDI software systems for manufacturers, public warehouses, and brokers.

Ted Roche & Associates, LLC, based in New Hampshire, develops Web, client-server and LAN-based applications using Microsoft Visual FoxPro<sup>®</sup> and other best-of-breed tools. Principal <u>Ted Roche</u> has authored several well-known books in the computer field, and is a Microsoft Certified Solution Developer, Microsoft Certified System Engineer, and eight-time winner of the Microsoft Support Most Valuable Professional award. Senior Associate <u>Laura White</u> is a Microsoft Certified Professional in Visual FoxPro and an experienced software developer.

### **For More Information**

Contact: Hal Phillips, 30 Meadowbrook Road, Dover, MA 02030 Phone: (508) 785-3182 Email: <u>halphillips@ucoes.com</u> or <u>sales@ucoes.com</u>, Web: <u>http://www.ucoes.com</u> UCOES, 278 Kearsarge Avenue, Contoocook, NH 03220 Technical Support: (603) 746-5670 or email support@ucoes.com