

MULTILUBE DISTRIBUTION MANAGEMENT SYSTEM

MultiLube helps you manage your organization's lubricant distribution functions through seamless integration with Multiview Financials and ExxonMobil's Pegmost system. MultiLube eliminates the errors created by duplicate data entry and gives you control over quoting, ordering, credit management, inventory and reporting.

FULL DISTRIBUTION FUNCTIONALITY PUTS YOU IN CONTROL

MultiLube provides the complete solution to your distribution requirements. Rich functions and features put you in control.

Purchasing: A rich interface lets you order in Pegmost to take advantage of its palletization rules and have a purchase order automatically created in MultiLube that can be matched to receipts and invoices. Orders can also be created in MultiLube using its requisitions or purchase orders. Ordering can be done by either a supplier product code or your internal product code.

Supplier Catalogs: can be interfaced directly from Excel spreadsheets provided by ExxonMobil. Internal tables allow you to maintain the relationship between supplier and internal product codes. Automatically maintain your pricing using table to table interfaces.

Inventory Control: allows for multiple warehouses (locations) and multiple bins (storage locations) within a warehouse. It manages transfers within warehouses and between warehouses so you always know exactly where all your products are. Inventory control allows you to adjust both quantities and dollar amounts on all products.

Repackaging: Recipe driven repackaging allows you to establish rules used to repackage each product. Automatically add labor and other internal costs to the final product. It also allows you to establish yields, add remarks to the new product and, if you wish, allow for manual override of your recipe defaults. Repackaging automatically updates your inventory by removing the old products and components from inventory and adding the newly created repackaged products to inventory.

Quote Management: Your sales force has all the tools at hand to make fast accurate quotes. These quotes can be stored to create future sales orders or for follow up. Current pricing including laid-in cost and markup is available by customer/product. In addition, the system allows for off-structure pricing and rebates by customer/ product.

Order Entry: allows you to create purchase orders from a number of sources and using a number of time saving methods. You can:

- create orders from quotes
- create orders based on the last order placed
- create and use templates for recurring orders. These templates are created by setting up established rules and creating new orders when needed. Default rules can be overridden at the time you create a new order.
- establish a schedule for creating recurring orders and have the next delivery date displayed automatically. Schedules can be updated automatically, as one order is closed, a new order will be created.
- establish a one time alternate ship to address for an order

If you are looking to replace and upgrade your current distribution solution, Multiview should be on your list of companies and products to review.

*Bob Levins,
President,
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Group*



EVERYTHING YOU NEED TO MANAGE YOUR DISTRIBUTION BUSINESS AT YOUR FINGERTIPS!

Buybacks, DCA's and Rebates: Establish rules by customer for automatic billing and receivable entry for the supplier when selling goods under buyback arrangements. Establish rules by customer for automatic billing and receivable entry to the supplier whenever a sale is made that allows for DCA's or supplier rebates. All DCA's and rebates are stored and used to automatically generate DCA/rebate application forms.

Rich Reporting: Our strong reporting capabilities allow you to either report and review the information on-line or print from our extensive report library. In addition to our reporting capabilities, we have a strong on-line query functionality that will allow you to get the information you need quickly and accurately on your desktop.

Security: MultiLube's security functions allow you to control who can access, who can update and who can report on specific data. These controls can be established by company, department, warehouse, function or user. Security by function ensures that only those users who are specifically authorized to perform a sensitive function can do so (e.g. change credit terms). Security by value protects your data by allowing you to limit who can access sensitive information by user.

Receiving: Set tolerances by quantity for receiving goods. Establish what variance is acceptable to allow a full receipt. Tolerances are set at the product level to allow you to establish different tolerances for different products and product types (packaged vs. bulk). Receive in any measure and convert the quantities to gallons automatically. You can apply additional laid-in costs such as shipping and automatic mark-up to products at the time of receipt. These can be applied separately by warehouse if you wish. Pricing can be updated automatically at the time of receipt to include the additional costs and mark-up.

Automatic Scheduling: Create and reuse templates for recurring orders. Generate recurring orders automatically based on next delivery date or other established rules. Automatically schedule the next customer order as a previous order is closed. Override default rules when creating a new order.

Accounts Payables Vouchers: Vouchers are automatically downloaded from Pegmost into MultiLube where they can be electronically matched to purchase orders and receipts for payment.

Commissions: You can establish rules by customer and/or product that will automatically generate commissions. Commissions can be generated based on any number of rules including on margin (sales price minus replacement cost at invoice date). Commission rules can be overridden by authorized managers to accommodate those special sales agreements. Commission reports can be filtered to give you the information you want. For example, reports can be run to report all sales or just commissionable sales.

Credit Management: MultiLube's Credit Management features allow you to treat every customer differently according to their requirements while maintaining complete control of your credit functions. There are five user-defined fields that can be used to track, display and report on non-standard items such as the dollar value of equipment on loan, etc. In addition you can designate a customer as 'load to load'. This will display during order entry to alert the salesperson of the customer's status. The 'load to load' feature can also control shipments to the customer.

Customer Maintenance: Treat each customer individually while ensuring that corporate rules and guidelines are followed. Establish rates, discounts, credit terms/conditions, and off structure pricing rules by customer. Once established, these rules will be applied whenever dealing with that customer. Of course, manual override is available for authorized staff. You can record relationships between customers (parent/child, etc.) and apply special handling conditions to these customers. You can also report on individual customers or the customer 'family'.

MultiLube is a fully integrated product that provides total control while eliminating duplication and error-prone manual entry. All this with complete audit trails, and ease-of-use!