

Take charge of your business with PULSE Dashboard Reporting Software

Inventory module – sample screens

PULSE DASHBOARD is revolutionary software that lets you leverage your Macola system in a new way—with real-time display of vital business metrics, and detailed analysis with the click of a mouse. You will be able to track critical factors for your business, on-screen and real-time. Other modules include Executive, Customer Service / Shipping, Purchasing, Production and MRP Planning.

PULSE Dashboard adds value to your Macola investment

- Manage with real-time data, on-screen, company-wide, all the time
- Inconsistencies between reports from different departments are eliminated
- Important metrics not found in standard Macola
- One-click drill-down to view details & One-click report writer generates custom reports
- Export all reports to Excel/printer/PDF/e-mail
- Installation & training in an afternoon

The screenshot displays the PULSE Dashboard for Macola software interface. The main window is titled "Pulse Dashboard for Macola" and includes a menu bar (File, Executive, Settings, Administration, Help) and a toolbar with options like "Refresh Current" and "Export to Excel". The date is set to 6/20/2008. The "Inventory" module is selected, showing a navigation pane with options like "Summary", "Inventory Status", "Physical Inventory", and "Reorder Advice".

Key reports and charts visible include:

- Inventory Turns (Pur; 6 mon Trailing):** A line chart showing trends for 'A' Items, 'B' Items, 'C' Items, and Overall from Jun/07 to Jun/08.
- Inventory Turns ('A' Items; 12 mon Trailing):** A table listing items with columns for Item #, Item Desc 1, Loc, Cat, Qty O/H, Jun 08, 52 Wk Usg, and Usg YTD.
- Inventory Exceptions Summary:** A table listing categories and their counts, such as "Items with no cost" (1,100) and "Overstock items (greater than 12 months supply)" (596).
- Inventory Exceptions Summary BIN/LOT:** A table showing binned items with O/H qty not equal to item/location O/H qty (0).
- Inventory Aging:** A table showing aging periods, amounts, counts, and percentages, such as "Current" (\$18,076,035, 7,872, 92%) and "6-12 Months" (\$615,092, 2,507, 3%).
- Stock Status Report:** A table showing stock status by location (Loc), categorized by \$ A Items, \$ B Items, \$ C Items, \$ Other, and \$ Total.

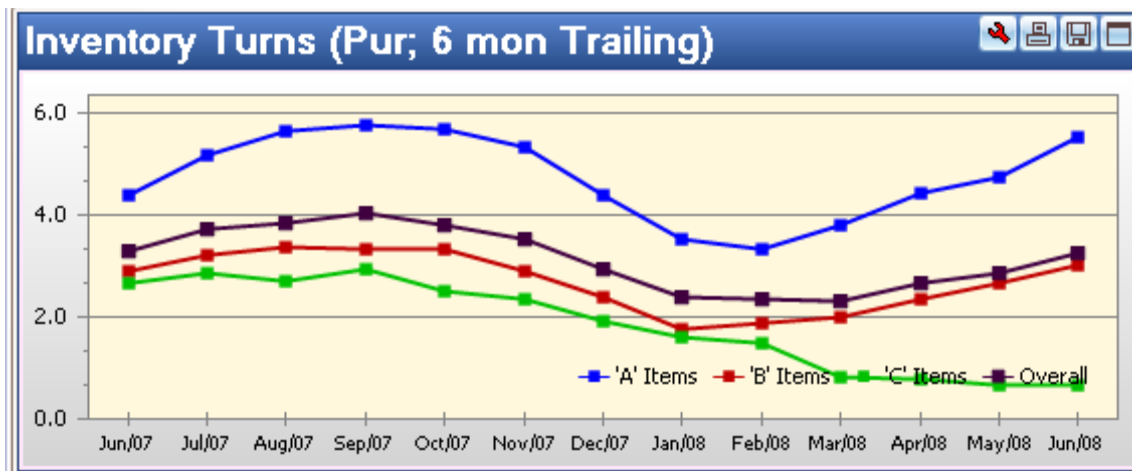
At the bottom of the interface, a status bar indicates "Refresh completed - 1/12/2010 12:39:49 PM - Duration: 02:10" and "Srv: (local) DB: Data".

The Inventory module gives you information you have not seen before:

- Inventory Turns Graph and Details – Each night, PULSE analyzes all of your inventory transactions and calculates 12-month trailing inventory turns for each item.
- Inventory Exceptions – PULSE shows you important exception conditions.
- Inventory Aging – For the first time, you can see what inventory is not being used.
- Stock Status Report – This shows dollars by location by inventory class.
- Inventory Status – For the first time, you can browse your inventory looking for exception conditions. In addition to the browse screen, you can look at the status of any item. PULSE shows you key information on each item along with a month-by-month grid of activity and turns.
- Reorder Advice Report
- Physical Inventory – This sub-module will assist you with taking a more accurate cycle count or physical inventory. First, it displays items with the greatest variance over the past three inventories. For items being counted, it allows you to sort by quantity variance or dollar variance to pinpoint possible incorrect counts. No longer will you need to print the lengthy standard Macola variance reports.

PULSE tracks Inventory Turns

The purpose of increasing inventory turns is to reduce holding costs and overall inventory. Turns are an indication of the movement of your inventory. A item that turns over once a year will have higher holding costs versus turning more frequently. Turns are calculated by dividing usage over 3, 6, 9, or 12 months by the average on-hand inventory during the same time period. View turns for purchased items, manufactured items or both.



This screen allows you to track the performance of individual inventory items.

| Item # | Item Description 1 | Loc | Jun 08 | May 08 | Apr 08 | Mar 08 | Feb 08 | Jan 08 | Dec 07 | Nov 07 | 52 Week Usage \$ | 52 Week Usage Qty | Usage YTD Qty | On-hand Qty |
|--------------|--------------------|-----|--------|--------|--------|--------|--------|--------|--------|--------|------------------|-------------------|---------------|-------------|
| E48009-00 | EDGE HOUSING | CIN | 8.8 | 8.2 | 7.8 | 8.0 | 7.9 | 7.7 | 7.8 | 8.5 | \$406,610 | 65,230 | 39,188 | 2,253 |
| EW4R | EDGE HOUSING | CIN | 0.1 | 0.1 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | 0.0 | \$317,637 | 88,324 | 88,303 | 1,361,676 |
| E5425 | EDGE HOUSING | CIN | 8.7 | 9.1 | 9.8 | 9.6 | 9.4 | 9.1 | 8.6 | 8.2 | \$258,432 | 42,028 | 22,593 | 3,232 |
| E3090 | EDGE HOUSING | CIN | 7.1 | 7.2 | 6.7 | 6.2 | 5.8 | 5.7 | 6.7 | 6.3 | \$181,260 | 26,207 | 16,559 | 2,818 |
| E3089 | EDGE HOUSING | CIN | 8.8 | 9.3 | 8.8 | 7.9 | 7.6 | 7.8 | 8.4 | 8.0 | \$171,568 | 28,705 | 15,145 | 3,081 |
| POLY 1.25 22 | BUSHING | CIN | 6.2 | 4.6 | 3.9 | 3.0 | 2.4 | 1.3 | 0.9 | 0.9 | \$159,518 | 14,954 | 14,638 | 0 |
| FRAME 6345 | FRAMES | CIN | 3.7 | 4.4 | 5.1 | 7.7 | 6.9 | 8.0 | 6.8 | 6.5 | \$148,333 | 1,007 | 699 | 554 |
| E5410 | EDGE HOUSING | CIN | 7.6 | 7.4 | 4.3 | 4.4 | 4.3 | 4.4 | 5.3 | 4.8 | \$142,432 | 23,235 | 18,099 | 3,061 |
| E5439 | EDGE HOUSING | CIN | 7.7 | 7.2 | 6.6 | 6.3 | 6.6 | 6.3 | 6.1 | 6.0 | \$131,467 | 20,653 | 13,564 | 2,152 |
| E5413 | EDGE HOUSING | CIN | 10.6 | 11.1 | 11.4 | 11.8 | 11.2 | 11.5 | 11.4 | 10.7 | \$126,662 | 20,561 | 9,115 | 1,022 |

PULSE Inventory Status profiles each item including a grid of monthly activity

Sort or filter on each column and re-arrange the columns as needed.

Drag a column header here to group by that column

| Item # | Loc | Turn 12 Month | Months On-hand | Avg Cost \$ | Date of Last Usg | Date of Last Mfg | Date of Last Pur | Usg 12 Month... | Avg Month Usg Qty |
|----------------|-----|---------------|----------------|-------------|------------------|------------------|------------------|-----------------|-------------------|
| 2361-C884 | CIN | 7.91 | 0 | \$5.63 | 04/01/08 | 04/01/08 | | 14,468 | 1,205 |
| EW6R | CIN | 0.05 | 258.06 | \$0.01 | 07/21/08 | 07/21/08 | 02/09/07 | 14,441 | 1,203 |
| 2361-C886 | CIN | 11.32 | 1.01 | \$7.26 | 05/13/08 | 05/13/08 | | 14,284 | 1,190 |
| C888 | CIN | 2.67 | 0 | \$2.45 | 04/11/08 | 04/11/08 | 12/17/07 | 14,189 | 1,182 |
| C883 | CIN | 2.33 | 0.42 | \$2.25 | 04/14/08 | 04/14/08 | 12/10/07 | 14,091 | 1,174 |
| C889 | CIN | 2.67 | 0.08 | \$2.45 | 04/11/08 | 04/11/08 | 12/17/07 | 14,024 | 1,168 |
| C890 | CIN | 2.14 | 1.91 | \$2.45 | 04/02/08 | 02/22/08 | 12/17/07 | 12,974 | 1,081 |
| F5409 | CIN | 9.78 | 0.24 | \$7.63 | 07/18/08 | 07/18/08 | 07/18/08 | 12,933 | 1,077 |
| CARTON LOW CHR | CIN | 0 | -1.71 | \$2.31 | 07/22/08 | 07/22/08 | 12/17/07 | 12,619 | 1,051 |
| BED LABEL RH | CIN | 0 | -50.11 | \$0.04 | 06/26/08 | 06/26/08 | | 12,534 | 1,044 |
| E5431 | CIN | 5.93 | 2.18 | \$6.95 | 07/22/08 | 07/22/08 | 07/18/08 | 12,370 | 1,030 |
| CARTON SU | CIN | 0 | -7.97 | \$1.84 | 07/16/08 | 07/16/08 | 05/30/08 | 12,234 | 1,019 |

Drill-down from the above screen or manually key in the item number. You will see key data on each item, PLUS an easy-to-read grid showing the end-of-month on-hand quantity, receipts, usage, transfers and inventory turns for each of the past 12 months. If needed, you can view detail transactions for a data range.

Item #: F5409 Location: CIN (CIN) F5409 - FRONT HOUSING

| P/M | Product Category | Mat Cost Type | Qty On-hand | Qty On-order | Qty Allocated | Qty Available |
|-----|------------------|---------------|-------------|--------------|---------------|---------------|
| P | FAB | INV | 264 | 0 | 235 | 29 |

| Months On-hand | Average Cost | Total Inventory | Last Usage | Last Purchase | YTD Usage | 12 Month Usage | Avg 12 Month | 12 Month Inv Turn |
|----------------|--------------|-----------------|------------|---------------|-----------|----------------|--------------|-------------------|
| 0.24 | \$7.63 | \$2,016 | 07/18/08 | 07/18/08 | 9,253 | 12,933 | 1,077.8 | 9.78 |

| | 06/08 | 05/08 | 04/08 | 03/08 | 02/08 | 01/08 | 12/07 | 11/07 | 10/07 | 09/07 | 08/07 | 07/07 |
|-----------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Qty O/H | 264 | 170 | 266 | 453 | 1,756 | 4,590 | 6,421 | 1,279 | 156 | 102 | 201 | 805 |
| Receipts | 191 | 119 | 177 | 180 | 896 | 1,083 | 5,594 | 1,320 | 720 | 839 | 240 | 0 |
| Usage | 97 | 214 | 364 | 1,482 | 3,730 | 2,914 | 452 | 197 | 666 | 938 | 843 | 565 |
| Trans In | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Trans Out | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Turns | 9.4 | 9.9 | 10.7 | 10.9 | 9.8 | 7.7 | 7.4 | 7.9 | 7.6 | 7.3 | 6.7 | 6.3 |

Refresh Transaction Activity From: 1/1/2008 To: 7/19/2009

Drag a column header here to group by that column

| | Item Location | Transaction Date | PKG | Qty | Type | New On-hand Qty | Order # | Parent Item # | Unit Cost \$ | Ext Cost \$ |
|---|---------------|------------------|-----|-----|-----------|-----------------|----------|----------------|--------------|-------------|
| > | 1 CIN | 07/18/08 | POP | -1 | Backflush | 264 | 00218064 | 6554-5409/5404 | \$7.63 | \$5.71 |
| | 2 CIN | 07/18/08 | POP | -1 | Backflush | 265 | 00218066 | 6564-5409/5404 | \$7.63 | \$7.44 |
| | 3 CIN | 07/18/08 | POP | -7 | Backflush | 266 | 00218065 | 6552-5409/5404 | \$7.63 | \$50.96 |
| | 4 CIN | 07/18/08 | P/O | 11 | Receipt | 273 | 01682700 | | \$0.00 | \$0.00 |
| | 5 CIN | 07/16/08 | POP | -5 | Backflush | 262 | 00216943 | 6617-5409 | \$7.95 | \$41.98 |
| | 6 CIN | 07/10/08 | POP | -1 | Backflush | 269 | 00216631 | 6704-5409 | \$7.95 | \$11.45 |
| | 7 CIN | 07/10/08 | POP | -5 | Backflush | 270 | 00216637 | 6617-5409 | \$7.95 | \$41.98 |
| | 8 CIN | 07/10/08 | POP | -2 | Backflush | 267 | 00216640 | 6744-5409 | \$7.95 | \$13.99 |
| | 9 CIN | 07/09/08 | POP | -2 | Backflush | 266 | 00216130 | 6744-5409 | \$7.95 | \$13.99 |

PULSE tracks Exception Conditions

Drill-down to view or print the details of important exception conditions.

| Inventory Exceptions Summary | |
|--|--------|
| Category | Number |
| Items with no cost | 1,100 |
| Items with negative on-hand quantities | 45 |
| Items not counted in the last physical inventory | 338 |
| Items with no product category | 202 |
| Items with missing buyer/planner codes | 14,133 |
| Purchased items with missing primary vendor | 2,388 |
| Overstock items (greater than X weeks supply) | 1,227 |

| Inventory Exceptions Summary BIN/LOT | |
|---|--------|
| Category | Number |
| Binned items w/ O/H qty not equal item/location O/H qty | 0 |

PULSE tracks Inventory Aging as well as a Stock Status report by ABC class

Being able to track slow moving inventory is critical to successfully managing your inventory. PULSE also gives you a recap of the status of your inventory by location.

| Inventory Aging | | | |
|-----------------|--------------|--------|------|
| Period | \$ Amount | Count | % |
| Current | \$18,242,069 | 8,234 | 90 % |
| 6-12 Months | \$586,968 | 2,421 | 3 % |
| 13-24 Months | \$889,832 | 2,730 | 4 % |
| 25-48 Months | \$16,090 | 58 | 0 % |
| Over 48 Months | \$606,909 | 895 | 3 % |
| Total | \$20,341,869 | 14,338 | |

| Stock Status Report | | | | |
|---------------------|-------------|------------|--------------|--------------|
| Loc | \$ A Items | \$ B Items | \$ C Items | \$ Total |
| | \$0 | \$0 | \$0 | \$0 |
| NY | \$30,929 | (\$3,159) | \$6,576,815 | \$6,604,585 |
| LA | \$46,657 | \$8,041 | \$15,289 | \$69,987 |
| ATL | \$794 | \$0 | \$0 | \$794 |
| CIN | \$8,541,405 | \$307,830 | \$4,811,992 | \$13,661,228 |
| GER | \$0 | \$919 | \$4,357 | \$5,276 |
| UK | \$0 | \$0 | \$0 | \$0 |
| Totals | \$8,619,785 | \$313,631 | \$11,408,453 | \$20,341,869 |

PULSE assists you to take more accurate Cycle and Physical Inventories

Your ability to quickly count your inventory and reconcile those counts is critical to your operation. PULSE assists in several ways:

- Identify items that have caused the greatest quantity and dollar variances over the past few years.
- During your physical counting, it pinpoints items to possibly be recounted due to excessive quantity or dollar variances. This eliminates printing the lengthy standard Macola variance reports.
- What is the total dollar variance for each un-posted batch? – up to now, you had to run the standard Macola pre-post report to know what dollar variance will be posted. Now, you can view it real-time as tags are keyed or scanned.

| Physical Inventory Count / Recount Analysis | | | | | | | | | | |
|---|-----|-------|-----------|--------------|-----|------------|-------------|--------------|-------------|------------|
| Drag a column header here to group by that column | | | | | | | | | | |
| Batch # | Loc | Tag # | Item # | Item Desc 1 | UOM | Frozen Qty | Counted ... | Variance Qty | Variance \$ | Variance % |
| LA | LA | 73034 | HT0001 | HOUSING | EA | 45,000 | 44,200 | 800 | \$0 | 2 % |
| LA | LA | 72971 | E48009-00 | EDGE HOUSING | YD | 1,726.59 | 1,500 | 226.59 | \$1,571 | 13 % |
| LA | LA | 72976 | E5410 | EDGE HOUSING | YD | 784.71 | 700 | 84.71 | \$584 | 11 % |
| LA | LA | 72999 | E5489 | EDGE HOUSING | YD | 546.48 | 600 | -53.52 | (\$361) | -10 % |
| LA | LA | 72990 | E5439 | EDGE HOUSING | YD | 599.43 | 560 | 39.43 | \$272 | 7 % |
| LA | LA | 72985 | E5425 | EDGE HOUSING | YD | 575.38 | 550 | 25.38 | \$176 | 4 % |
| LA | LA | 73000 | E5498 | EDGE HOUSING | YD | 376.22 | 370 | 6.22 | \$42 | 2 % |
| LA | LA | 73000 | E5498 | EDGE HOUSING | YD | 376.22 | 370 | 6.22 | \$42 | 2 % |

[Batch #] = 'LA' Edit Filter

| Batch Summary | | | | |
|---------------|-----|-------------|------------|-------------|
| Batch # | Loc | Frozen \$ | Counted \$ | Variance \$ |
| LA | LA | \$69,987 | \$35,224 | \$34,763 |
| NY | NY | \$6,604,585 | \$0 | \$6,604,585 |

| Prior Year Variances | | | | | |
|----------------------|-----|--------------|-------------|------------|-----------|
| Item # | Loc | Variance Qty | Variance \$ | Var. % Qty | Var. % \$ |
| | | | | | |

PULSE Dashboard offers One-click drill-down and custom report writer

Pulse offers 'One-click drill-down' on any screen or graph to view supporting details. The 'One-click custom report writer' allows each user to quickly add or remove columns, change sorting and export the results to Excel/printer/PDF/e-mail in seconds. Anyone in your company can now generate custom views.

Open Customer Orders

| Category | \$ Amount | Orders | % |
|--------------------|-------------|--------|------|
| Backorders | \$64,910 | 83 | 28 % |
| Shortages | \$0 | 0 | 0 % |
| On Hold | \$0 | 0 | 0 % |
| Past Due | \$33,948 | 7 | 15 % |
| Available to Ship | \$1,926 | 3 | 1 % |
| Shipped/Not Posted | \$130,099 | 27 | 56 % |
| By Month-end | \$230,884 | 0 | |
| Backorders | \$1,283,407 | 179 | 69 % |
| Shortages | \$0 | 389 | 0 % |
| On Hold | \$0 | 5 | 0 % |

Customer Orders to Ship (Past Due)

Customer Orders to Ship (Past Due)

| Customer # | Customer Name | Orders | Backordered \$ | Cost \$ | Total \$ |
|--------------|-------------------------|--------|----------------|---------|----------|
| 000000001000 | CINCINNATI DISTRIBUTORS | 4 | \$0 | \$2,577 | \$32,828 |
| 000000003100 | DES MOINES DISTRIBUTORS | 3 | \$0 | \$524 | \$1,120 |

CINCINNATI DISTRIBUTORS

| Order # | Request Date | Required Ship Date | Backordered \$ | Total \$ |
|----------|--------------|--------------------|----------------|----------|
| 00215465 | 06/15/08 | 06/15/08 | \$0 | \$13,885 |
| 00215465 | 06/15/08 | 06/15/08 | \$0 | \$7,958 |
| 00214294 | 06/15/08 | 06/15/08 | \$0 | \$195 |
| 00215465 | 06/15/08 | 06/15/08 | \$0 | \$114 |
| 00223362 | 06/17/08 | 06/17/08 | \$0 | \$377 |
| 00226713 | 06/19/08 | 06/19/08 | \$0 | \$3,642 |
| 00226713 | 06/19/08 | 06/19/08 | \$0 | \$3,237 |
| 00226713 | 06/19/08 | 06/19/08 | \$0 | \$1,222 |
| 00226713 | 06/19/08 | 06/19/08 | \$0 | \$811 |
| 00226713 | 06/19/08 | 06/19/08 | \$0 | \$647 |
| 00226713 | 06/19/08 | 06/19/08 | \$0 | \$625 |
| 00226713 | 06/19/08 | 06/19/08 | \$0 | \$116 |

Callout 1: A single-click on any data field OR point on any graph displays a report of supporting details. From there, you can single-click again to view more details.

Callout 2: Column selection and sorting can be customized by the user in seconds.

Callout 3: Click to export to Excel

**For questions or a demonstration,
call Terry Lanham in Cincinnati at (513) 723-8091**

In one afternoon, we can have PULSE installed and running at your office. On-going enhancements as well as unlimited set-up, training and phone support are included as part of our annual maintenance. We encourage your unlimited phone calls with suggestions for making Pulse work better for your organization. We also offer custom modifications, but if your suggestions will be applicable to other users, they are made at no charge.

Visit www.PulseDashboard.com

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Founded in 1981, Leahy Consulting helps manufacturers and distributors significantly improve their accounting information systems and workflow.

The Esta Group is a consortium of authorized Macola resellers in Ohio, Michigan, Iowa and California.

Our software is 100% designed and developed in America.

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