



Retail Enterprise Manager
Keep an eye on your business

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Sankhya did what no one else or no other product could...it created a management system for the uniqueness of my furniture trade. We struggled in querying stock at multi-locations, managing our stock levels, organising deliveries, order processes and gathering reports. The difficulty in the old system was further compounded by lay-by sales.

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Now it's all sorted...with one product, **REM**.

Pretesh Hirani
Furniture Bazaar

Introduction

Retailing is a tough business. There are many competitors, customers are fussy, and good help is hard to find. On top of all that, there is all that information about the business that you need to keep track of, such as stock levels, stock performance, and of course, profitability.

The situation gets even worse when you start opening up branches, and employ more people.

To function efficiently:

- Everyone needs to know what's going on
- Head Office needs to know how the store/s perform/s
- The store manager/s need/s to know how the store is doing

Not at the end of the day, not tomorrow morning, but now. Immediately.

The Retail Enterprise Manager Lite (REM Lite)

That's where the Retail Enterprise Manager (REM Lite) comes in. You see, REM is a real-time system that allows the store/s and warehouse/s to be connected to a common database, giving everyone immediate access to the latest information, anytime, anywhere. You can even connect from home.

REM is a brand new product, built around the latest technology by some of the best people in the industry.

It is designed to be:

- Intuitive and easy to use, so that all the vital information you need is just a mouse click away
- Easy to set up and maintain, as all you need is a PC with a web browser (which every new PC comes with these days). This means that adding a new terminal is as simple as plugging a new PC or notebook straight out of the box into the network, and you're ready to go
- Optionally web-based, so that you can still access the system at home or on the road, through the Internet (but only if you are authorised to do so)

Benefits

- **Secure System** - Only authorised users can access REM. All information flow is encrypted (with 128-bit encryption), so that unauthorised users cannot access the data.
- **Workflow-enabled** - Daily workflow processes such as ordering are managed by REM, and everyone is kept informed about the status of these processes. Escalation procedures can also be set up, to ensure these processes are not held up, just because a person is not around.
- **Customisable Admin Module** - The System Administrator can easily manage REM by configuring it to best fit your needs. This includes facilities to create locations, users, items, colours, adjust stock levels, re-allocate the stocks, etc.
- **Check Stock** - One of the stand-out features of REM is the "Check Stock" function, which provides a snapshot of the inventory levels across all locations, in real-time. It also shows 'sold but not delivered' stock (especially lay-by stock rain-check sales), reserved stock, all available stock, and all items under order or shipment.
- **Back-order Processing** - If a customer wants to buy something that is out of stock, REM will automatically create a purchase order request for that item, and initiate the approval process. REM will also be able to inform the salesperson of the delivery lead time for the item, and allow an invoice to be generated.

Reports

REM provides a wide range of reports, grouped under the following categories:

- **Sales** - by Category, Customer suburb, Customer, Staff performance, Item
- **Purchases** - by supplier, Item, Customer Invoice, Customer, Outstanding Purchase Orders, Purchase Price History
- **Despatch** - Invoices due for delivery Report, Packaging List, Incomplete Runsheets
- **Store Management** - Cash Reconciliation, Stock Take, Stock Level
- **Gross Profit** - by Supplier, Item, Category, Location

Additionally, there is a 'Single Click Stock Valuation' function where you can group and sort information using customisable filters to calculate the overall worth of all available stock throughout the entire organisation.

A look into the Future

REM has a gamut of features in store for upcoming versions of the application. This includes:

- **Bar-code Scanning**
- **Easy export into Quicken or Microsoft Money**
- **PDA plug-in feature for stock-takes**
- **EFTPOS facility**
- **Seamless Integration with finance company systems**

REM Pro

- **Multi-location** - REM supports an unlimited number of locations, whether they are offices, stores or warehouses. All locations are connected in real-time to a centralised database, providing everyone immediate access to the latest information.
- **Integrated Task Manager** - When users first log in, REM automatically shows a "To Do" list that helps them manage their daily tasks with reminders and assigned tasks.
- **Delivery Process** – Delivery processes such as Runsheets, Packing, Loading, Cash On Delivery are managed by REM, and everyone is kept informed about the status of these processes, such that any defects to products can be rectified before they are delivered to the customer.

Sankhya has now successfully deployed REM at one of Western Australia's biggest furniture distributors. This client has five showrooms in Perth, all of which employ REM on a daily basis, to monitor sales, stock levels, tasks and deliveries, amongst other activities in the everyday point-of-sale chain.

Sales Invoice



Check Stock

Colour Picker

Task Manager

Purchase Request Approval

Stock Item Validation

Stock Adjustment

