1. **Invoices**:
   1. No longer save PDF of Printed Invoice to the db (space waster and problem causer)
   2. Backorder shows on Invoice
   3. Ability to add new “contact” for new shipping address from the Sales Order “Ship to” dropdown area so we don’t have to completely back out of the order, add the shipping address contact from the customer form view, and then start all over with taking their order.
   4. Ability to select/add new shipping “contact” from sales order even if it has been saved.
   5. Print Invoice should have the “Bista MMH” as the standard invoice that is printed – we don’t need both options.
   6. Printed Invoice should show both Invoice and Ship to addresses
   7. **Can we have the class and discounts correlate?**
      1. Example:  Choose your class-**Catalog** and the drop down for discount is **CATW13**, **CATW14** or **N/A**
2. **Customers**
   1. Notes with option to have them pop-up every time the customer form view is opened (like on DRC to state to use item numbers ending in “M” for their MMH Products, or Balanced Living to use BL) Able to turn this popup feature on/off within each customer account
   2. Black List Customers
   3. Merge Customers
3. **PrestaShop** working out the bugs
   1. Automatically get tracking numbers from OpenERP
   2. Allow OpenERP to charge card and send payment info to Prestashop
   3. Allow OpenERP to change order and send order changes to Prestashop
4. **Pentaho Reports** or other Reporting options
   1. I (Kathy) thought of one more thing I would like OPENERP to do related to our goals. It would be so great if we could put in our yearly and monthly sales goals and it would tell us on a daily basis where we are at. Like how much our daily sales now need to be to make our goal based on sales since the first of the month or the year.
   2. Since we are talking ideal, I (Kathy) would love it if there was one place I can go to in OPENERP and the data is right there ready for me to review, it tells me the following:
      1. Daily Sales total
      2. Total DRC
      3. Total MMH

At the end of each week ,ready on Monday morning:

* + 1. The top 5  discount codes used are there with the sales totals for each
    2. The funnel response numbers are right there
    3. The total sales for the week to date- DRC and MMH
    4. Total MMH sales for month/year to date
    5. Total DRC sales for month/year to date
    6. Total online sales for the week / month/year to date
    7. What it will take in daily sales to date to make the yearly and monthly goal
  1. Customer Mailing Lists (might pull faster this way than the export feature)
     1. Need to be able to select Customer Type (multiple options would be preferred as sometimes I need more than one customer type)
     2. Need to be able to choose only those with or only those without email
     3. Need to be able to choose only those who have placed an order for $0.01 or greater in the last x time frame (date range) as well as those who have not placed an order or have an order for $0.00
  2. Various accounting reports
     1. Daily Balancing
        1. List of Invoices for all customers by date range titled Invoice Balancing Report
           1. Need the following columns: Customer, Invoice Number, Date, Amount, Unpaid amount, Aging column, Sales person who entered the invoice
        2. Payment Balancing Report
           1. Need the following columns: Customer, payment method, reference #, date, amount, Unapplied amount
           2. Need to sort by Payment Method and total by Payment Method as well as Grand Total
     2. Daily Sales Report
        1. All Revenue Accounts (one per row) and all Customer Types (one per column) with a Total Column at the end
        2. All expense Accounts (one per row) and all Customer Types (one per column) with a total Column at the end
        3. Gross and Net income shown
        4. Select Date Range to fill in data with
     3. Profitability of each Product
     4. Profitability of each Project
     5. Fixed Costs (like 8 hours operating expenses)
  3. Item  Reports
     1. Item History for quantities sold and customers the product was sold to
     2. Item History – quantity built, when, and lot #
     3. Pull report of items by sales and expense accounts
     4. End of Day report (shows any “build to order” items ordered that day)
     5. Scrapped products report (shows what has been scrapped)
     6. Easy report to show what hasn’t shipped (like back orders)
  4. Payroll reports (talk with Cricket)
     + 1. Pay by employee & date
       2. Hours
       3. Overtime
       4. Sick time
       5. Liabilities
  5. Marketing Reports
     1. I (Tracy) have 4 or 5 of these and it would probably be easiest to email copies to someone that I will be working with on creating these as some are very complex.
        1. Sales by Discount & Class (this is the most complex report)
        2. Sales by Product (gives us top 20 and bottom 10 as well as a list of all products in order of most to least sold – can be more complex than it sounds since we have multiple sizes but total them all together per product).
        3. Ordering Info Report – covers Total Sales, Total Retail Sales, Total Wholesale Sales, # of Orders, # of Retail Orders, # of Wholesale Orders, Avg order size, Avg retail order size, Avg wholesale order size, # Orders greater than $0, # Retail orders greater than $0, # wholesale orders greater than $0, New Customer Sales, New Retail Customer Sales, New Wholesale Customer Sales, # New Customers, # New Retail Customers, # New Wholesale Customers, Reorder sales, Retail Reorder sales, Whoelsale Reorder Sales, # of Reorders, # of Retail Reorders, # of Wholesale reorders
        4. Simple way to see each day or within a date range how many new customer accounts were created
        5. Report that shows both Class and Discount code so I can see which one’s don’t match, open the invoice and correct it.

1. **Web Client Time Out Issues**
   1. We need to be able to export 50-70 thousand records from the res.partner database at a time for creating mailing lists.
   2. In general we would like the import/export to function much faster and much more efficiently without having time outs. Jigar at OpenERP felt this was a bugfix under the OpenERP contract as it is an issue with the web client module timing out. I believe Bista also felt there could be some issues with the way the database is being queried and that an array query would work better.
2. **Authorize.net module** –
   1. Ability to use CC’s on Accounting>Customer Payments
   2. Ability to process E-Checks through OpenERP
   3. Fix double charging issue
3. **Backups** – can we make and save them?
4. **Manufacturing Orders** –
   1. New thoughts from Brandon (see ERP Project & Calendar idea)
   2. We had talked about needing to filter MO’s as “Requested” and “Issued”.  Any system triggered MO, ie. invoice and force reservation, and any non-quality department triggered MO, ie. Devon, need to be identified as “Requested”.  Then once Quality has issued the paperwork for those MO’s they will become “issued” or “live” or whatever.
   3. Also, all in all it can be super difficult to search for items based on their code number.  I’m not sure if we need more training on this or not but it would be nice to be able to search the different MO’s by code number.
   4. Ability to add Lot Numbers and have them tracked so in case of a recall we already know which customers received a specific lot number
   5. Here is a link to what we could have ERP do for us: <http://www.instantgmp.com/MPR/Master-Production-Record-Vitamin-B-Complex-Vitamin-C-Tablets>
5. **Sales Discount Module** –
   1. we need someone to help us test this as I don’t know where to go or how to test? How do we create coupons with this module?
6. Does Bista have an **online tutorial** for people to watch to learn how OpenERP is designed to work? (new hires training aid)
7. **Costing** – this needs to flow all the way through the products to include the individual components we buy, manufacture, and man hours (Calculating labor time to account for product cost.). Is overhead an option as well (like electricity?)
8. **Merge products**
9. Setup our **funnel in the marketing Module** to automatically generate mailing lists every 3 weeks and move leads out of the lists that have become customers.
   1. 4 phases to this campaign, leads move through phases automatically every 3 weeks unless they become a customer
   2. Ability to search both leads and customers at the same time to find someone
10. We are still getting a lot of “Force Availability” on inventory items. We need to get this straightened out before we re-do the inventory account to verify it is accurately tracking. This is on DO’s and MO’s that we are seeing at the moment.
11. **Shipping** – when postage is chosen the label will automatically print and automatically deliver the product in one click.
12. **Planning** – Does OpenERP have some kind of a planning module already or any tools related to it? (David)
    1. Training for using the Project Manager
    2. Training for using the Calendar (has the mapping been completed yet, I (Tracy) gave it to Cricket)

**Top 3 Items on the list for prioritizing (David has approved this prioritization):**

1. 2 factor authentication

2. Reports

3. Getting the funnel into OpenERP