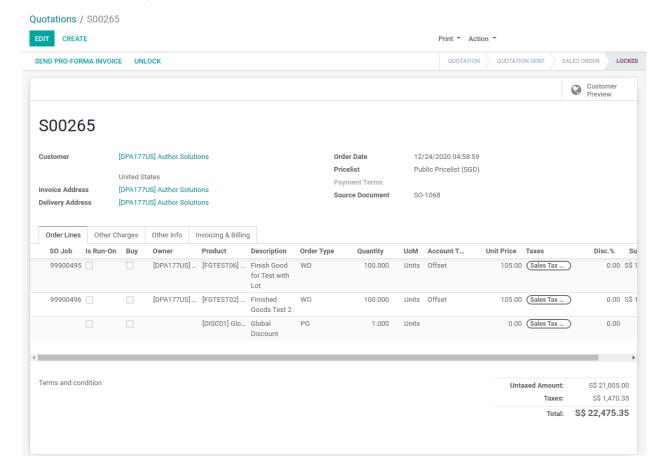
### **Order to Cash**

## **Print and Ship & Print and Store**

### Case #1: Print and Ship (Invoice upon delivery)

Following are flow of order to cash case: print and ship.

Users create sales orders in PrintAI.
 PrintAI will post sales order data using API into Odoo through middleware. If successful, a sales order will be created in Odoo in "Locked" state.

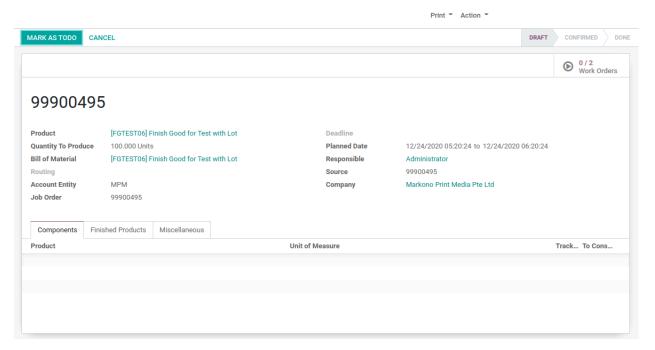


2. Users create production in PrintAI.

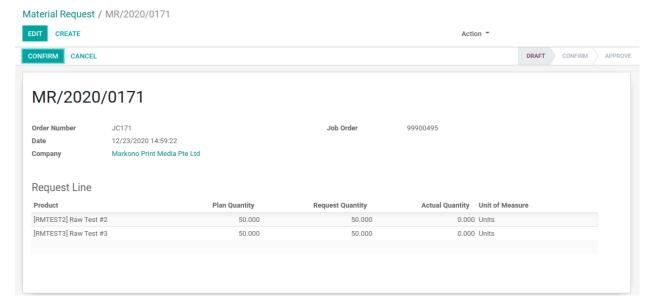
PrintAI will post production data using API into Odoo through middleware. If successful, a production will be created in Odoo in "Draft" state.

Created production can be checked by going to Markono Production menu ⇒ Production ⇒ Job order in WIP

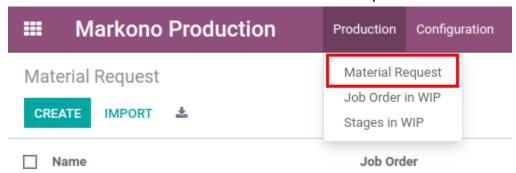
Job Order in WIP / 99900495



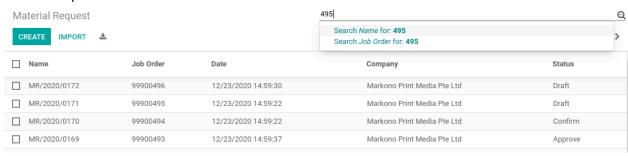
3. Users create material request from PrintAI PrintAI will post material request data using API into Odoo through middleware. If successful, a production will be created in Odoo in "Draft" state. Created material request can be checked by going to Markono Production menu ⇒ Production ⇒ Material Request



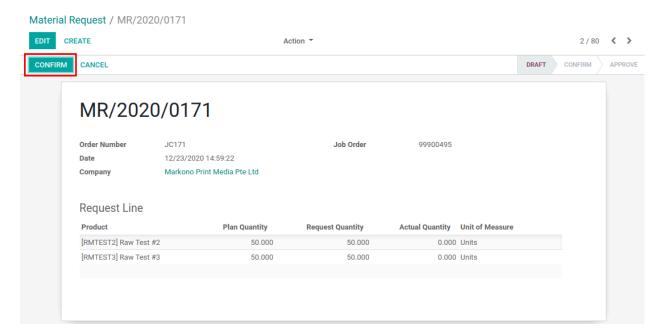
Users confirm material requests for production from Odoo.
 Go to Markono Production ⇒ Production ⇒ Material Request



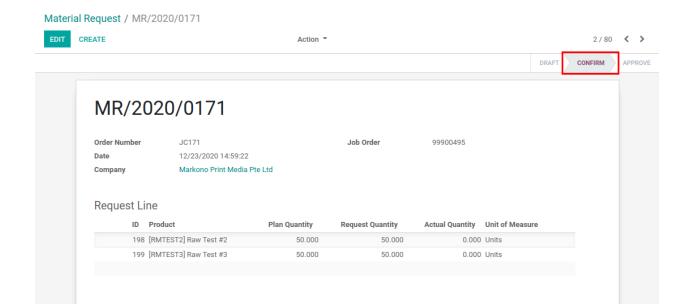
Use filter to search material request to process, and then select the material request



### Click on "Confirm" button



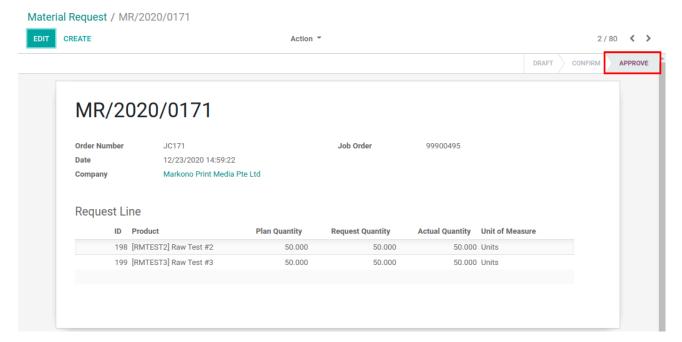
The state of material request will change into "Confirm"



Odoo will post shipment order data using API into Infor through middleware.

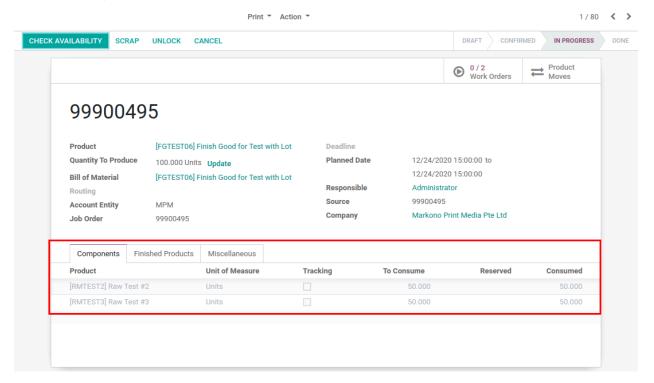
5. Users confirm shipment order from Infor.
Infor will post data confirmation of shipment order using API into Odoo through middleware.

Material request which shipment order has been confirmed will be in "Approve" state.



Raw materials will be assigned to its production or job order and the state of production will be "In Progress"

Job Order in WIP / 99900495

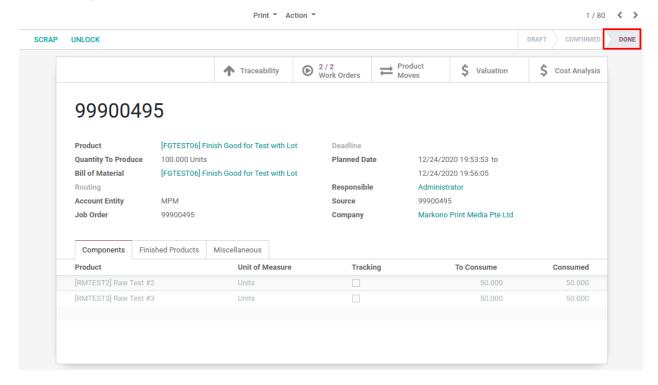


6. Users update production stage from PrintAI

PrintAI will post production stage data using API into Odoo through middleware.

Production stage is can be seen in "Work Orders" smart button

7. Users verify ASN from Info
Infor will verify ASN done data using API into Odoo through middleware. If successful, the state of production will be "Done"



Users can use "Cost Analysis" to check the cost of production

Manufacturing Orders / 99900495 / Cost Analysis



### **Cost Analysis**

Finish Good for Test with Lot, 100.0 Units, from 1 manufacturing order(s).

#### Cost Structure

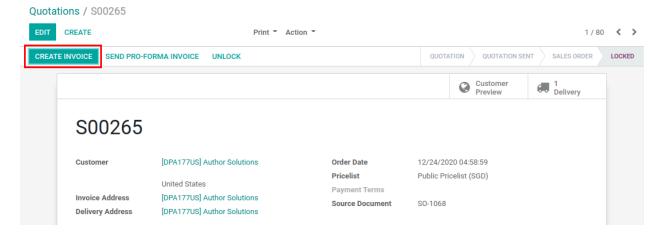
Code	Components	Quantity	Unit Cost	Total Cost
RMTEST2	[RMTEST2] Raw Test #2	50.000 Units	S\$ 80.65	S\$ 4,032.50
RMTEST3	[RMTEST3] Raw Test #3	50.000 Units	S\$ 86.21	S\$ 4,310.50
		Total Cost of Components		S\$ 8.343.00

### **Cost of Operations**

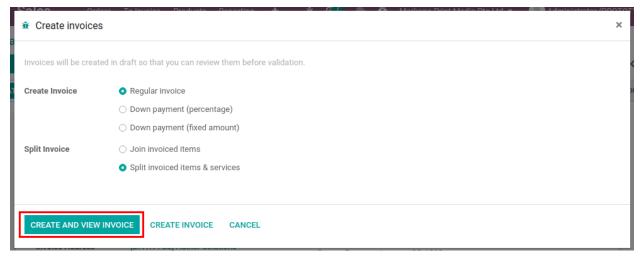
Operator	Operation	Working Time	Cost/hour	Total Cost
Administrator	Bind	20.00 hours	60.0	S\$ 1,200.00
Administrator	Print	40.00 hours	50.0	S\$ 2,000.00
		Tota	Total Cost of Operations  Cost for 100.0 Units	
			Unit Cost	S\$ 115 43

Upon confirmation of ASN or production done, if the product is not owned by markono, delivery order will automatically be created in Odoo.

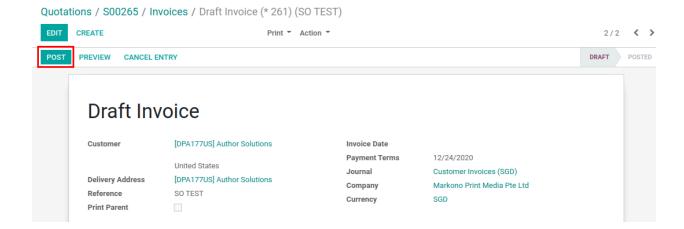
8. After all the delivery order has been done, users create tax invoices. Open Sales Order, and click on "Create Invoice" button



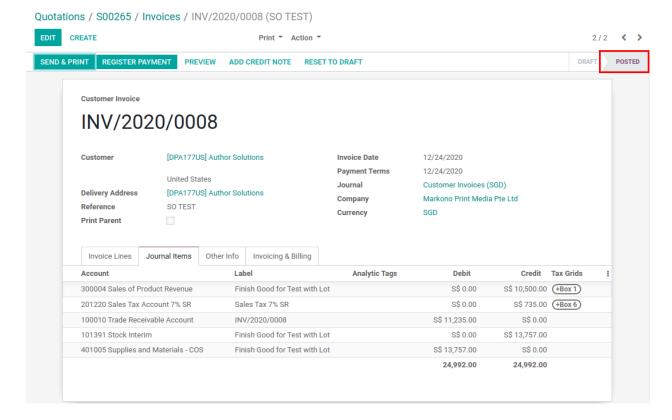
Select "Regular Invoice" and select whether the will split or merge the invoice for items and services, and then click on "Create and View Invoice" button



If selecting "Split invoiced items & services" odoo will create two tax invoices. Select & open invoice, and then click on "Post" button



Tax invoices state will change to "Posted" and the journal entry will be created.

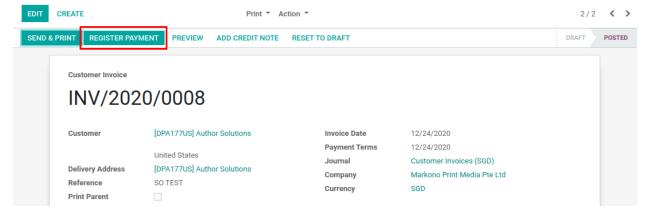


9. Users register the payment for invoices in Odoo.

Go to Accounting  $\Rightarrow$  Customers  $\Rightarrow$  Invoices, and then select invoices to receive the payment (invoice state "posted").

Click on the "Register Payment" button

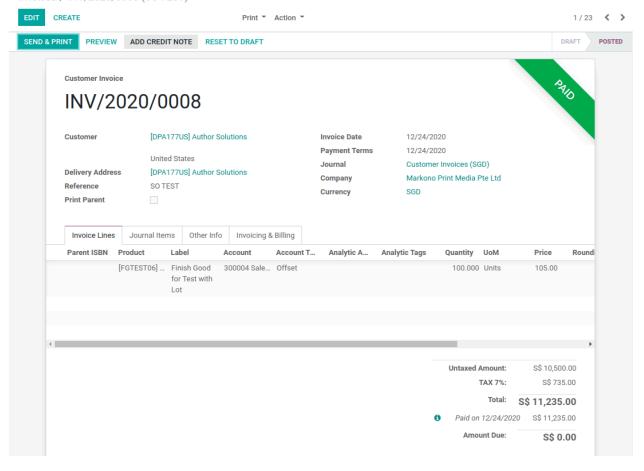
Quotations / S00265 / Invoices / INV/2020/0008 (S0 TEST)



Select accounting journal, fill in the payment/receive amount, rate, and date. Click on "Validate"



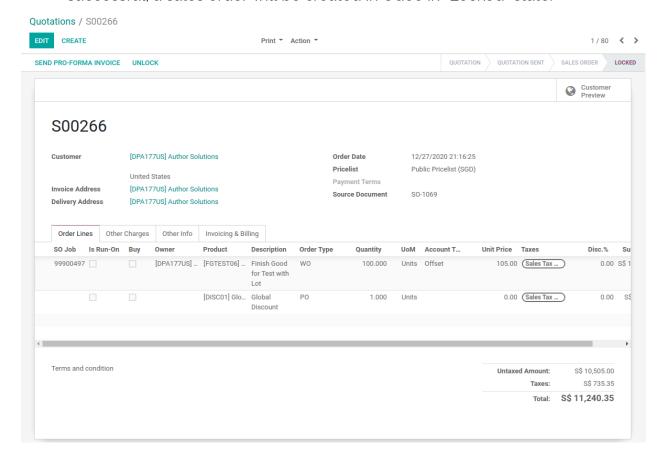
If the payment/receive is full, the invoices will have flag "Paid" and the total amount will be zero



# Case #2: Print and Store (Invoice Upon Production Complete)

Following are flow of order to cash case: print and store.

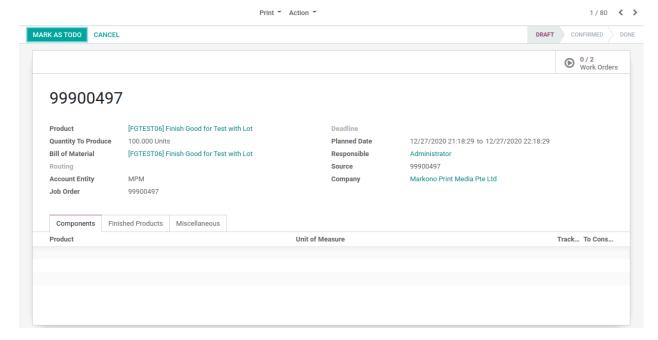
Users create sales orders in PrintAI.
 PrintAI will post sales order data using API into Odoo through middleware. If successful, a sales order will be created in Odoo in "Locked" state.



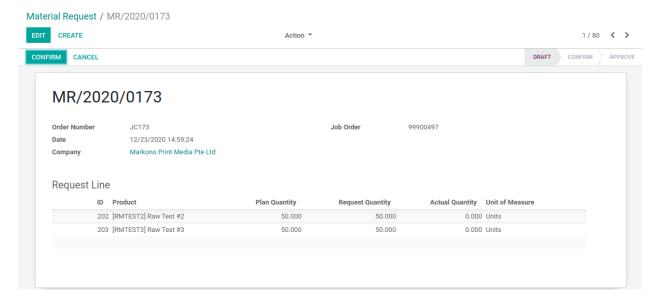
2. Users create production in PrintAl.

PrintAI will post production data using API into Odoo through middleware. If successful, a production will be created in Odoo in "Draft" state.

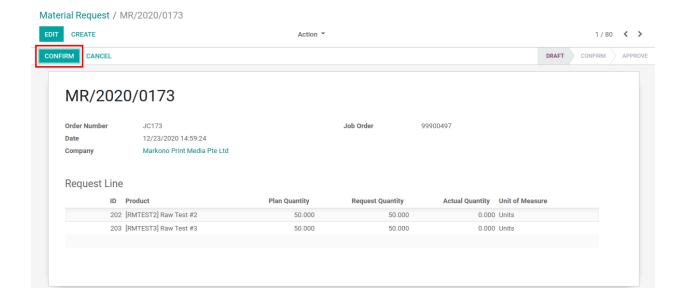
Created production can be checked by going to Markono Production menu ⇒ Production ⇒ Job order in WIP



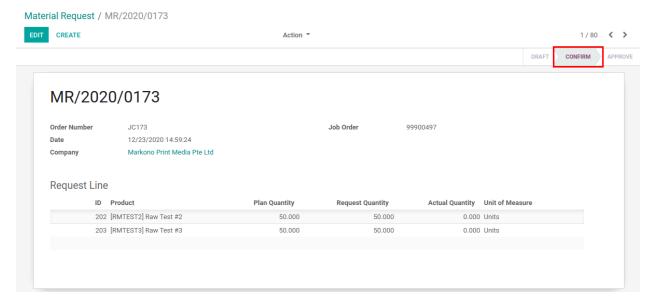
3. Users create material request from PrintAI PrintAI will post material request data using API into Odoo through middleware. If successful, a production will be created in Odoo in "Draft" state. Created material request can be checked by going to Markono Production menu ⇒ Production ⇒ Material Request



4. Users confirm material requests for production from Odoo. (same as point 4 in <u>Case #1</u>)



The state of material request will change into "Confirm"

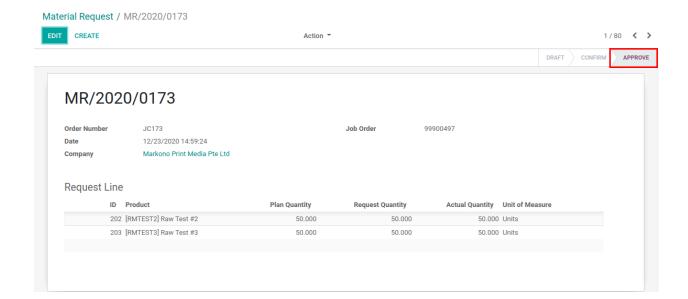


Odoo will post shipment order data using API into Infor through middleware.

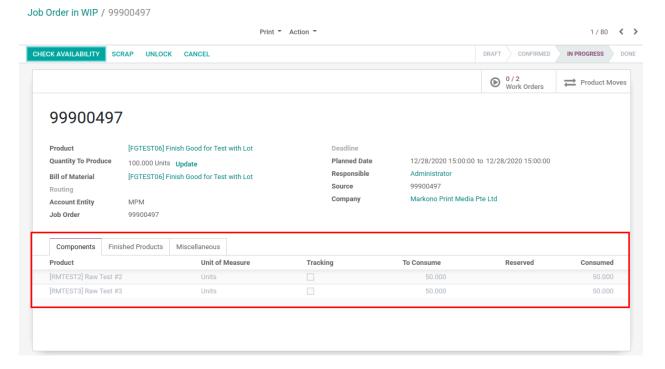
5. Users confirm shipment order from Infor.

Infor will post data confirmation of shipment order using API into Odoo through middleware.

Material request which shipment order has been confirmed will be in "Approve" state.



Raw materials will be assigned to its production or job order and the state of production will be "In Progress"

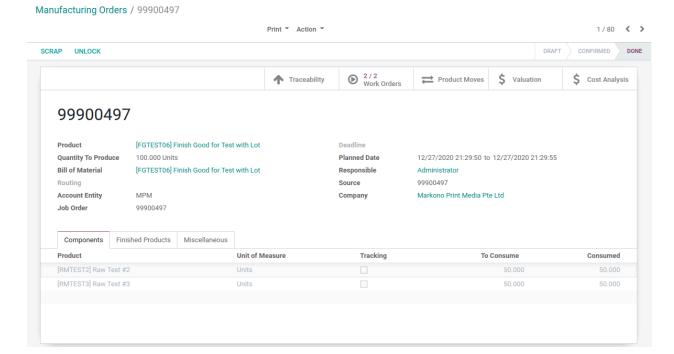


6. Users update production stage from PrintAI

PrintAI will post production stage data using API into Odoo through middleware.

Production stage is can be seen in "Work Orders" smart button

7. Users verify ASN from Info Infor will verify ASN done data using API into Odoo through middleware. If successful, the state of production will be "Done"



### Users can use "Cost Analysis" to check the cost of production

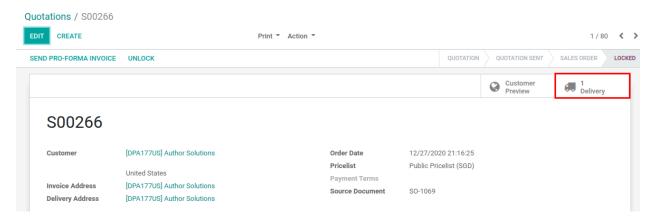
Manufacturing Orders / 99900497 / Cost Analysis

PRINT

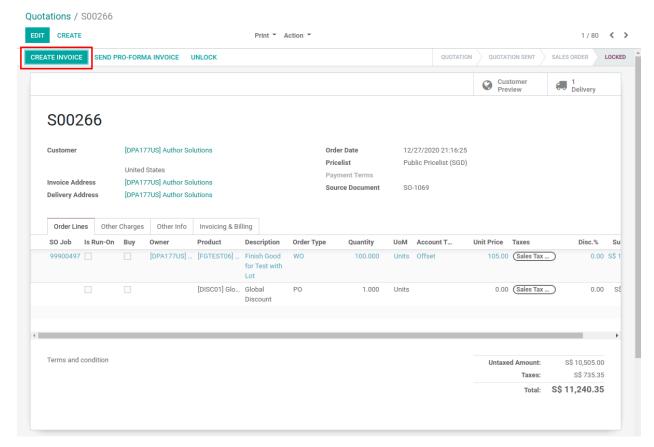
#### Cost Analysis Finish Good for Test with Lot, 100.0 Units, from 1 manufacturing order(s). Cost Structure Code Components **Unit Cost** Total Cost Quantity RMTEST2 [RMTEST2] Raw Test #2 50.000 Units S\$ 80.65 S\$ 4,032.50 [RMTEST3] Raw Test #3 RMTEST3 50.000 Units S\$ 86.21 S\$ 4,310.50 **Total Cost of Components** S\$ 8,343.00 **Cost of Operations** Operator **Total Cost** Operation **Working Time** Administrator Rind 20.00 hours 60.0 S\$ 1,200,00 Administrator Print 40.00 hours S\$ 2,000.00 \$\$3,200.00 **Total Cost of Operations** Cost for 100.0 Units S\$ 11,543.00 **Unit Cost** S\$ 115.43

Upon confirmation of ASN or production done, the ownership of the product will be passed to the customer and will be stored in the warehouse.

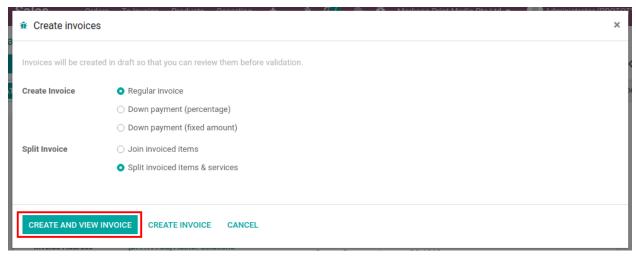
Odoo will automatically create Delivery Order to take the stock out from Odoo.



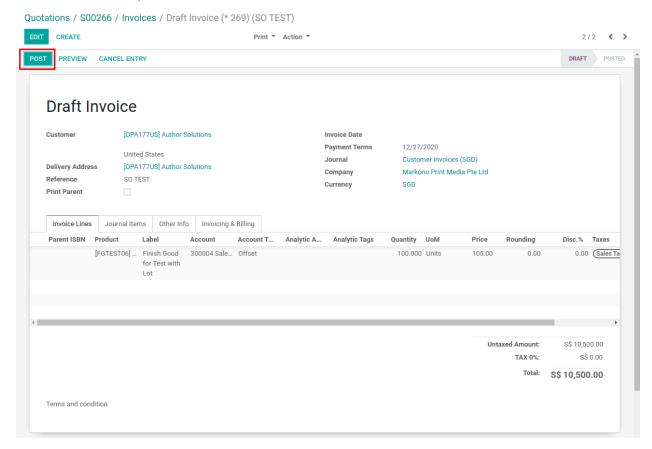
8. After all the delivery order has been done, users create tax invoices. Open Sales Order, and click on "Create Invoice" button



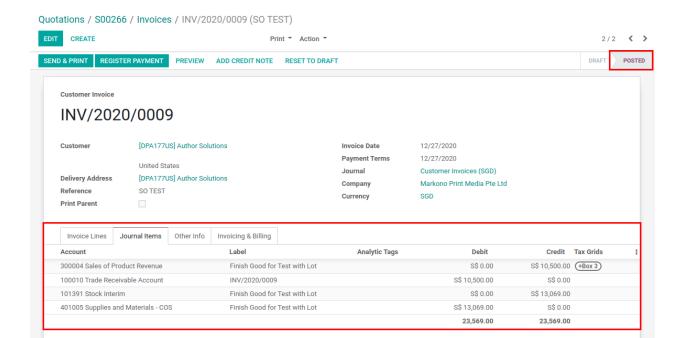
Select "Regular Invoice" and select whether the will split or merge the invoice for items and services, and then click on "Create and View Invoice" button



If selecting "Split invoiced items & services" odoo will create two tax invoices. Select & open invoice, and then click on "Post" button



Tax invoices state will change to "Posted" and the journal entry will be created.



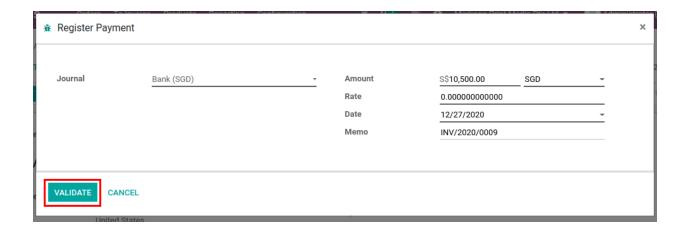
9. Users register the payment for invoices in Odoo.

Go to Accounting  $\Rightarrow$  Customers  $\Rightarrow$  Invoices, and then select invoices to receive the payment (invoice state "posted").

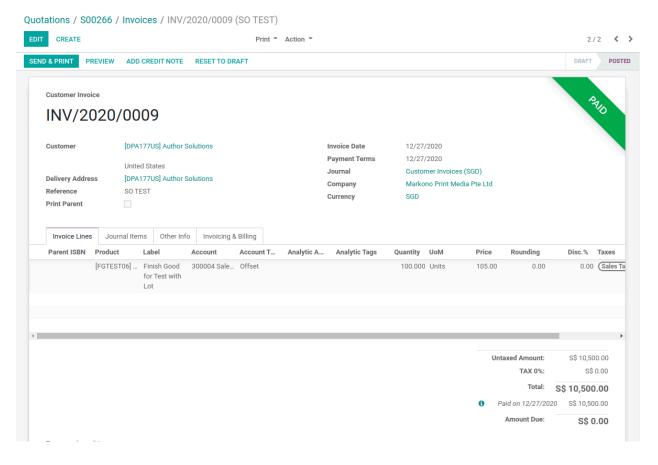
Click on the "Register Payment" button



Select accounting journal, fill in the payment/receive amount, rate, and date. Click on "Validate"



If the payment/receive is full, the invoices will have flag "Paid" and the total amount will be zero



### **Trading Scenario**

### Scenario #1: Source from Existing MPM Stock

Following are flow of order to cash trading scenario: Source from Existing MPM Stock.

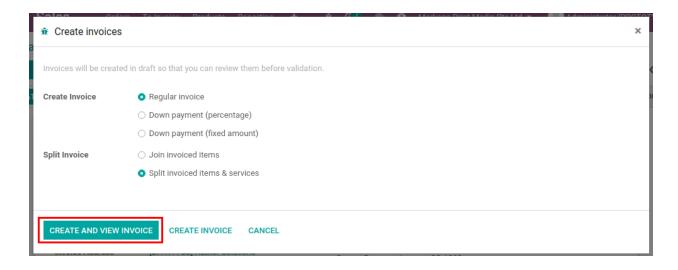
- 1. Users create sales orders in PrintAl.
  - PrintAI will post sales order data using API into Odoo through middleware. The pushed data sales order contains following information:
    - Owner = MPM
    - Buy = false
    - Account type = Trading

If successful, a sales order will be created in Odoo in "Locked" state.

- Users create delivery orders in PrintAI.
   PrintAI will post delivery order data using API into Odoo through middleware.
   If successful, a delivery order will be created in Odoo in "Draft" state.
- 3. Users validate delivery order in Infor.

  The delivery order will be validated from Infor, the data will be pushed using API into Odoo through middleware. If successful, the delivery order in Odoo will be validated and will be in "Done" state.
- 4. After all the delivery order has been done, users create tax invoices. Open Sales Order, and click on "Create Invoice" button

Select "Regular Invoice" and select whether the will split or merge the invoice for items and services, and then click on "Create and View Invoice" button



If selecting "Split invoiced items & services" odoo will create two tax invoices. Select & open invoice, and then click on "Post" button

Tax invoices state will change to "Posted" and the journal entry will be created.

5. Users register the payment for invoices in Odoo.

Go to Accounting  $\Rightarrow$  Customers  $\Rightarrow$  Invoices, and then select invoices to receive the payment (invoice state "posted").

Click on the "Register Payment" button

Select accounting journal, fill in the payment/receive amount, rate, and date. Click on "Validate"

If the payment/receive is full, the invoices will have flag "Paid" and the total amount will be zero

# Scenario #2: Stock Belong to Customer and Stock Available

Following are flow of order to cash trading scenario: Stock Belong to Customer and Stock Available

1. Users create sales orders in PrintAl.

PrintAI will post sales order data using API into Odoo through middleware. The pushed data sales order contains following information:

- Owner = Customer
- Buy = True
- Account type = Trading

If successful, a sales order will be created in Odoo in "Locked" state.

2. Users update purchase requests in Odoo.

Purchasing user updates purchase request in Odoo:

Go to **Purchase Request** menu

Search the purchase request

3.

### Scenario #3: No Stock, Need to Buy

Following are flow of order to cash trading scenario: No Stock, Need to Buy

1.