

bisTrack Kits — Setup Instructions

November 2008

Progressive Solutions Inc



Document Control

Revision History

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10Nov2008	JJS	1.0	Original Version

Confidentiality

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Prerequisites

The bisTrack kits module must be licensed and installed. The procedures below also assume that you have already set up bisTrack customers and products, including all products that will become kit components.

If your kits will include any manufacturing component, the related procedures assume that AVO process operations and options have been set up and you have a general understanding of works orders and AVOs.

Introduction

Kits are any collection of items, or items and internal or external added-value operations (AVOs), that are commonly sold together. There are two basic types of Kits; manufactured kits and standard kits.

Standard kits: With a standard, non-manufactured kit, you are essentially selling the group of components in the kit, and the kit is simply an easy way to group and select the appropriate items. An example of a standard kit would be the collection of components to build a doghouse, shed, or deck, but for which you are not doing any manufacturing.

Manufactured kits: An example of a manufactured kit would be a door that you are manufacturing, including the door slab and related components such as hanging hardware.

Thus a kit is a collection of goods that are either sold, or manufactured and sold.

bisTrack's Kit Builder functionality allows you to set up kits by selecting products from your products database as components of the kit. You can:

- Include customer options or alternatives and acceptable substitutions right in the kit record, so sales reps can see at a glance which choices to offer customers and enter them immediately.
- Create rules about which choices are compatible with other choices to speed order entry and prevent the selection of mutually exclusive options.
- Incorporate multiple added-value operations for manufactured kits.
- Identify lump-sum kit pricing or calculate the kit price based on the sum of all component lines, retaining all of the negotiation and pricing management options available for regular products.



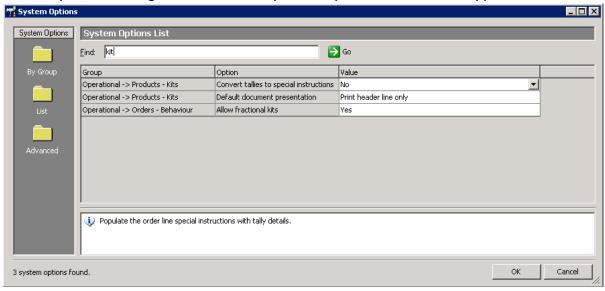
Once set up, you can sell kits much like you would any other product, including the ability to:

- Indicate choices, when options are available, during order entry.
- Sell fractional kits (e.g., 1.5 kits), when appropriate and when the kits have been set up for that option. (For example, pre-mixed concrete formulas may be set up as kits.)
- Negotiate pricing with full information about kit and/or component costs.
- See product information about kit options (when that information exists in bisTrack) in a preview pane to assist in making selections.
- Automatically generate pick lists and delivery notes or labels for the kit and kit items.
- Automatically generate work orders for manufactured kits and automatically generate any necessary purchase orders when the kit includes external AVOs.
- Add a kit as a source line on a work order.
- Look up stock availability of all kit components and any shortages
- Generate a report of product kits and kit components or choices.



Set up Kit System Options

Go to System Manager \rightarrow Tools \rightarrow System Options. Click List. Type Kit and click Go.



Set the options as follows:

- Convert tallies to special instructions: The default is "No," and this option should be left as No for most standard clients. But select "Yes" if you will include tallies and want the tally to appear as special instructions on the order.
- Default document presentation: This system option controls printing on the standard sales order and invoice documents that ship with bisTrack. It may be overridden as desired for individual kits when setting up the kit. Select "Print header line only" to show only the kit header on reports. Select "Print header and components" to show everything on documents, or select "Print header with components as text" to show components as subordinate text rather than line items on reports.
- Allow fractional kits: Set this option to Yes if you want to sell kits by fractions (e.g., .5 or 1.5 kits), based on the quantity of components. (E.g. for a concrete formula that made one cubic yard, you could select 1.5 kits to deliver materials for 1.5 cubic yards.) This option only works when the input per and sell per of all kit components are the "unit" type, and the product type of all components is "generic."

Click OK.

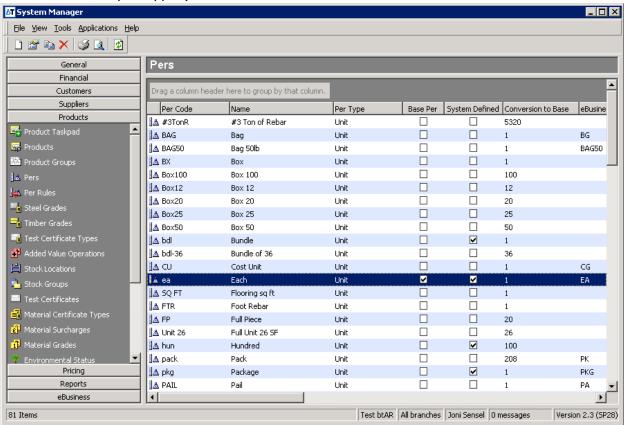


Verify or Set up Per Rules

When setting up kits, you can only select a per rule that uses "Each" for each of the pers and "unit" for the per type. Verify that you already have an "Each" per rule that uses no other pers, or create a new one (e.g., Kit Each) that does.

Go to System Manager → Products → Pers.

In the list of pers, find the Each per and verify that the per type is Unit. (It's likely that such a per already exists, but if not, create a new Each per for the purposes of kits with a Unit per type.)

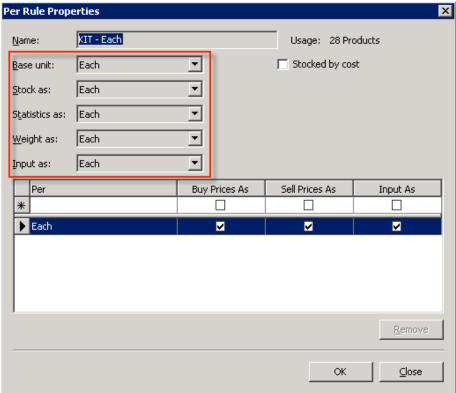


Go to System Manager → Products → Per Rules.



In the list, find the Each per rule and double-click it to open Properties. (Or create a new one if necessary for the purpose of kits.)

Verify that every per in the per rule is Each (or the "kit each" you created).



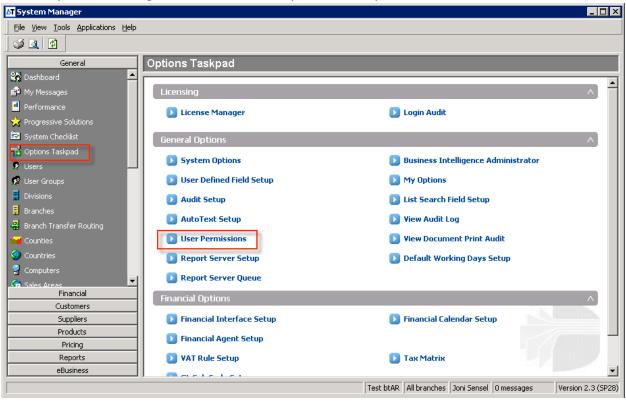
Click OK.



Set up Permissions for the Kit Builder

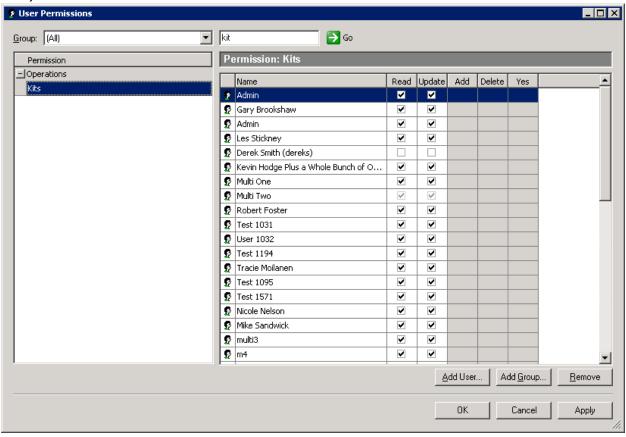
User access to the Kit Builder is controlled by permissions settings. Users may be given read-only access or the ability to also update kits.

Go to System Manager → General → Options Taskpad → User Permissions.





Type kit in the search field and click go. (Or click Operations and scroll down to Kits). Select Kits.



Find the user you want in the list, or add them as needed.

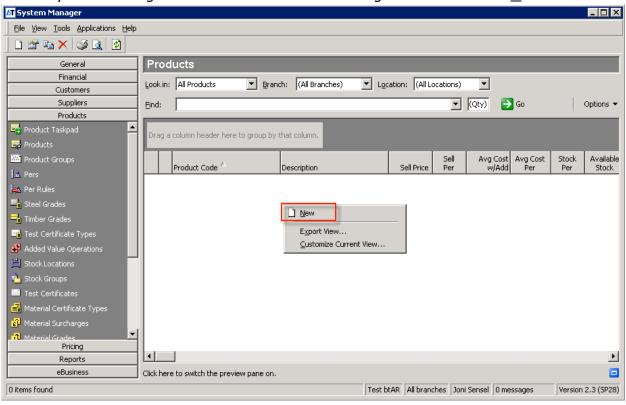
Select the permission (Read only or Update) you wish to assign to this user. Click OK.



Create a Non-Manufactured Kit

With a standard, non-manufactured kit, you are essentially selling the group of components in the kit, and the kit is simply an easy way to group and select the appropriate items.

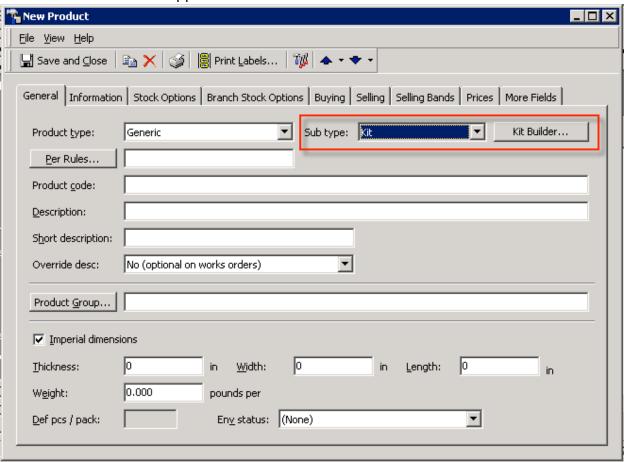
Go to System Manager → Products → Products. Right-click and click New.



Leave the Product type on the default, Generic. Click Sub type and select Kit.



The Kit Builder button appears. Click it.

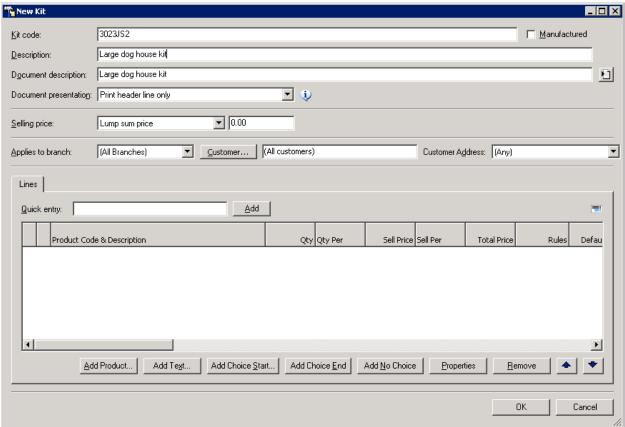


A New Kit window opens.



In the New Kit window, enter the \underline{K} it's product Code and \underline{D} escription (or name). Change the Description you want to appear on documents if needed.

If you want to override the system option that controls how kits are displayed on reports, select the Document presentation option you want for this kit.

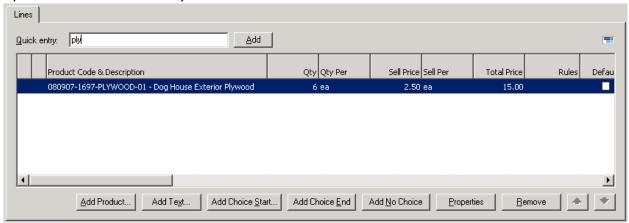


Select the <u>Selling price</u> method you want, either a Lump Sum amount that you also enter or the sum of the line prices.

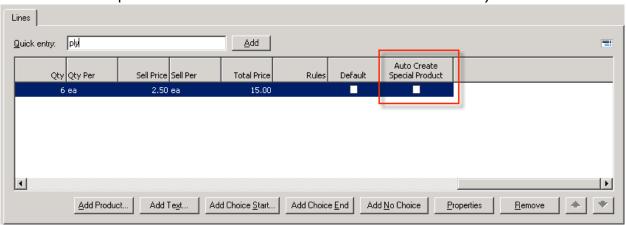
If this kit will be a product only for certain branches, customers, or both, identify them. Otherwise, proceed to the Lines tab.



In the Lines tab, use the Quick Entry search field or Add Product button (which opens a Find Product window) to add items that should be part of this kit. See the following procedure for additional instructions if you want to include customer options in the kit items.)



Scroll right to review item information and select Auto Create Special as desired. (This selection will automatically create this item as a special order and create a PO when this kit is placed on a sales order and the order is released.)

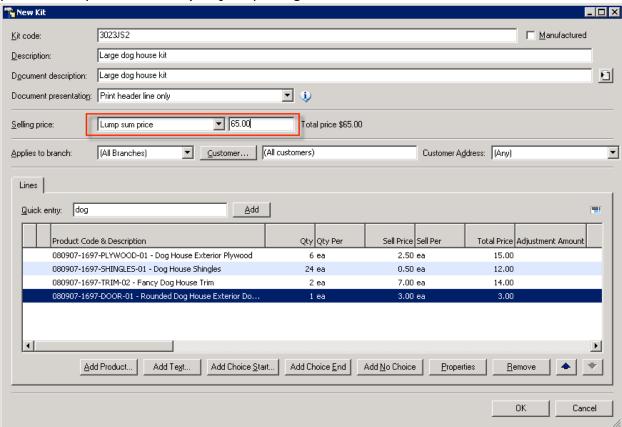


If desired, rearrange the order of items in the kit (as they will appear on documents) by clicking the line and clicking the up or down arrows.

Add additional kit items as needed. (See the following procedure for identifying kit item choices.)



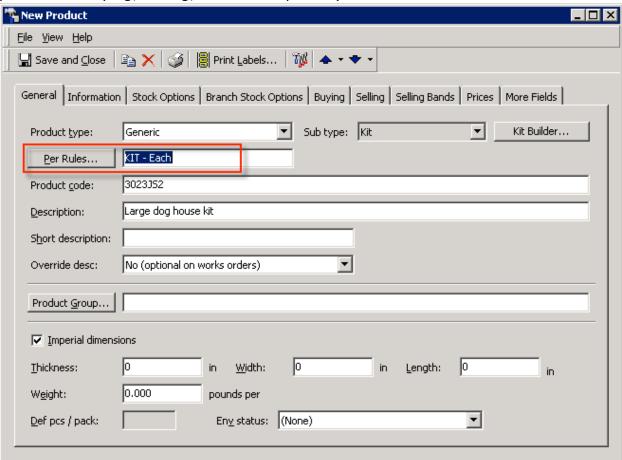
Review the Sell Price of the kit items to ensure that your kit price will provide the margin you want. (If you selected Lump Sum price before, you can click Use line price for a quick subtotal.) Adjust pricing as needed.



When you have added all items to the kit and priced it as desired, click OK to return to the New Product screen.



Select the kit <u>Per rule</u> that uses Each as the per for every option in the per rule. (Most likely this will either be Each, or a special Kit Each you create that uses Each pers for all buying, selling, and stock options.)



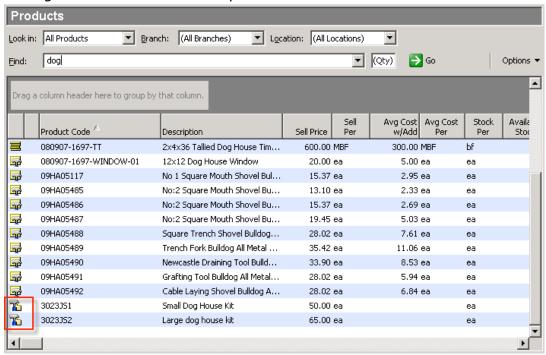
Select other product characteristics and information on the various tabs as desired, including required information, which includes:

- General tab: Product Group
- Stock Options tab: Default <u>Supplier</u> is required. "Standard stock product" and "Keep stock figures" may NOT be selected.
- Buying tab: Buying Price Group, Tax group, Purchase analysis code
- Selling tab: Selling Price Group, Tax group, Sales analysis code

Click Save and Close.



Kits will appear in product listings with a blue hammer in the product icon to distinguish them from non-kit products.



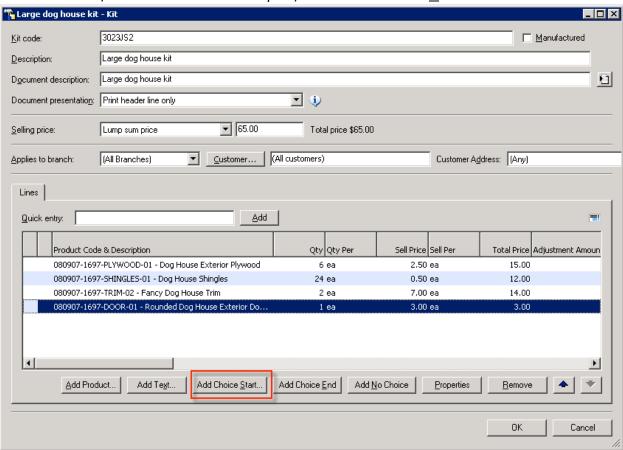
Once a kit has been set up, you can access the Kit Builder to review or change kit information by right-clicking on the kit product in the list.



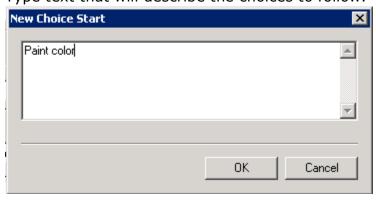
Identify Choices and Options for Kit Items

A kit may include all required items, all item options from which a choice must be made, or some of both.

Follow the above procedure to begin kit creation. Add any required items as desired. Then, with the Kit Builder open, click Add Choice Start....



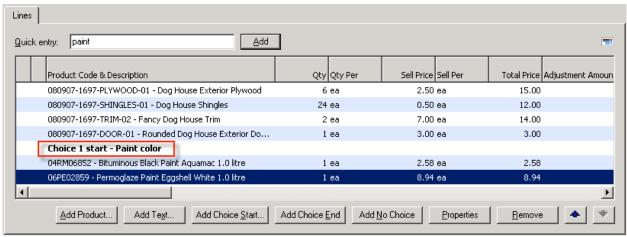
Type text that will describe the choices to follow.





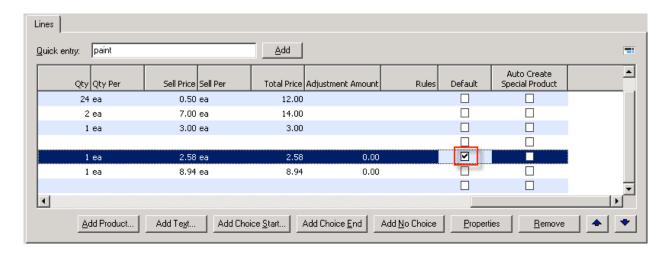
Click OK.

The Choice start line appears. Add all items from which the customer may choose for this item.



Click Add Choice End.

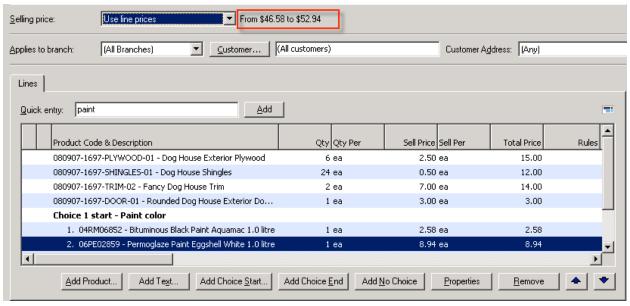
After you have added the Choice end line, you can optionally scroll right and select which choice, if any, you wish to appear as the default choice on the sales order. (You will still be able to change the default when the kit is added to the order.)



Add additional choice items as desired.

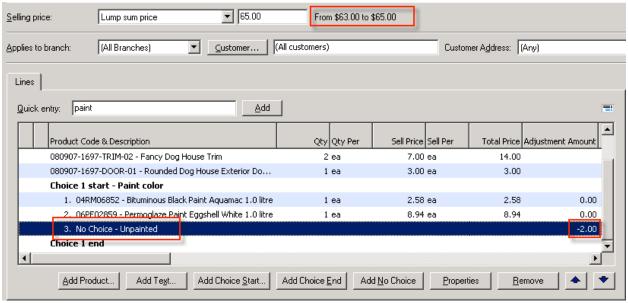


Note that when you have identified choice items and select "Use line prices," bisTrack provides the range of prices, depending on the customer's potential choices.



To make an entire choice group optional (that is, to sell the kit without any item in that choice category), select a line within the Choice and Add \underline{N} Choice.

Type explanatory text as desired and enter any selling price adjustment that will apply to the kit price for the "No choice" option. Click OK.





You can also add text lines with explanations or additional information. To do so, click Add Text.... Type the text you want and click OK.

If desired, rearrange the order of items within a choice group by clicking the line and clicking the up or down arrows. Note that any choices must always remain between Choice start and Choice end lines.

Add additional choices and choice items to the kit as desired. When you are done, click OK to return to the New Product screen and complete the kit product information as detailed in the previous procedure.

Note: If you create choices and later try to delete the Choice Start or Choice end line, all options within the choice will also be deleted.



Create a Manufactured Kit

Manufactured kits show on the sales order as a single line item (e.g., the name of the kit, which is likely going to be the finished good(s) resulting from the manufacturing process, such as ready-to-hang doors). Manufactured kits can include choices that are selected at the time the sales order is placed on the kit, but that do not display on the sales order itself.

Open the Kit Builder and begin creating a new kit as previously described, including the addition of items to the kit. Include items that will be the source materials for the processes you specify. Select Manufactured Item.

🌇 Manufactured Product 3023MN-A - Kit 3023KIT-A ✓ Manufactured Kit code: Description: Manufactured Product 3023MN-A Document description: Copy of 3023 Manufactured Test A 自 Document presentation: Print header line only **▼** 🕦 From \$173.00 to \$301.00 Use line prices Selling price: Applies to branch: (All Branches) Customer... (All customers) Customer Address: (Any) Lines Manufacturing Options Work Order Processes Quick entry: <u>A</u>dd Product Code & Description Qty Qty Per Sell Price Sell Per **Total Price** Choice 1 start - Hardware 1. 3023KLA-DoorHardware-01 - Left Opening 5.00 ea 5.00 2. 3023KLA-DoorHardware-02 - Right Opening 5.00 ea Choice 1 end Choice 2 start - Facing 1. 3023KLA-PLYF 4x8x1/2 - Fir Plywood 2 ea 2000.00 msft 128.00 2. 3023KLA-PLYS 4x8x1/2 - Spruce Plywood 4000.00 msft 256.00 Add Choice Start. Add Choice End Add No Choice Add Product. Add Text. Properties Remove OΚ Cancel

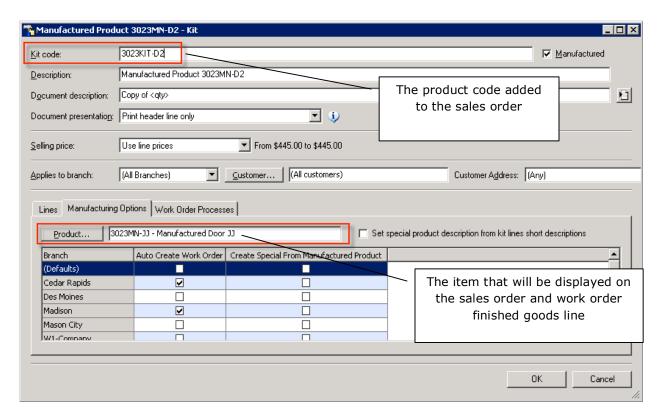
Two additional tabs appear alongside the Lines tab.

Click the Manufacturing Options tab.



First, identify the Product that will result from the manufacturing.

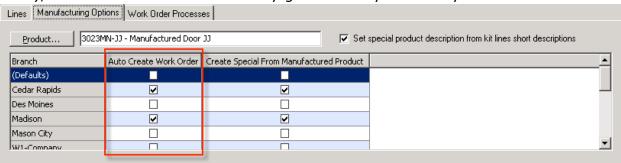
- If the manufactured kit involves no choices and/or the finished goods will be a standard stock item, click <u>Product...</u> and select the item that will result from the manufacturing. This is the product item number and description that will be displayed on the sales order line. (See screenshot below.)
- If the manufactured kit involves choices and/or the finished goods will be sold as a special order item, leave the Product field blank and proceed to the next step.





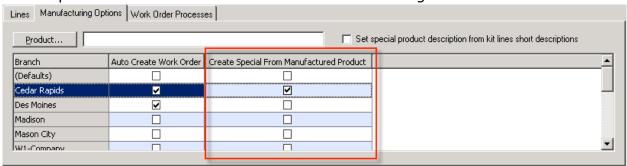
Select whether (and/or where) the sale of this kit should automatically create a work order, with the manufactured kit (or kit item) as the finished goods line, using the added-value operations that you will specify in a moment. Such a work order will use the Product you selected (if any) as the finished goods line, or you may create a special order item as the finished goods line when putting the kit on an order.

When you select Auto Create Work Order (and specify AVOs per the steps described later), bisTrack will also automatically generate any necessary POs for the AVOs.



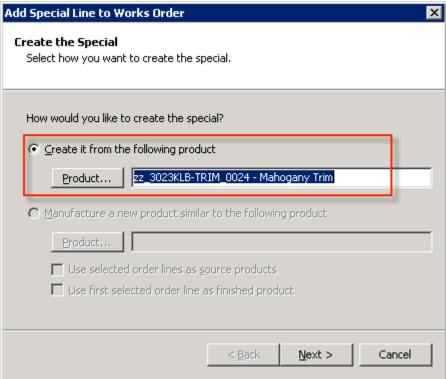
If you have selected Auto create work order, you can also select whether work order completion should also create a new special order item from the finished manufactured product:

 If the manufactured kit involves choices between components that will become work order source items, or process choices such as finishing process options, and/or you want to sell the finished goods as a special order item, choose "Create Special From Manufactured Product" to create a unique special order item from the work order's finished goods.

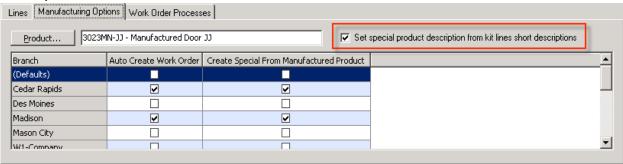




When "Create Special From Manufactured Product" is selected for a kit, and that kit is placed on an order, bisTrack will prompt you to create a special item that will result. You can confirm or override the default special item information as needed.

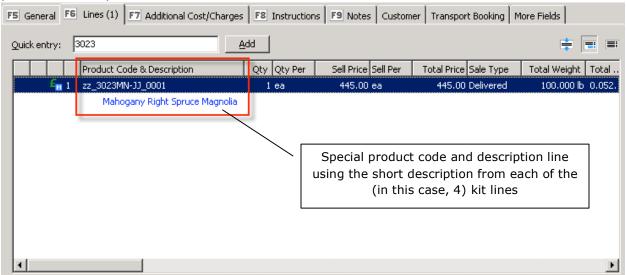


When "Create Special From Manufactured Product" is selected for a kit and you want to identify the special order item's description using the short descriptions from the kit lines, click "Set special product description from kit lines short descriptions."

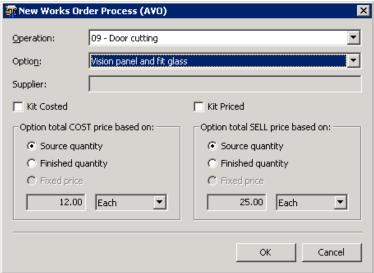




When the "Set special product description from kit lines short descriptions" option is selected and the kit is added to an order, bisTrack will use the short descriptions for each of the kit component lines (with a space between each) as the finished goods product description.



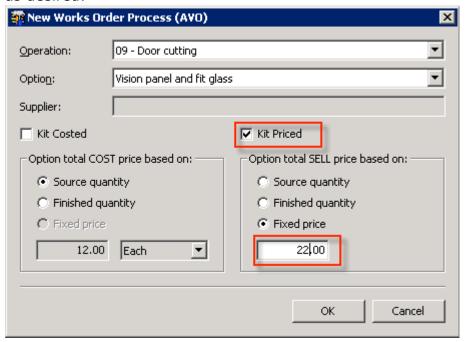
When you're done with the Manufacturing Options tab, click the Work Order Processes tab and click Add. Select the work order Operation and Option you want.



Default costs and prices display based on the established properties of the selected added value operation. Change the price and cost basis to finished quantities as desired. Or, to specify a special cost or price for this operation for the kit, click Kit Costed or Kit Priced.



The price field will become available for editing. Change the price base and amount as desired.



When you're done confirming or adjusting process information, click OK. The process will appear in the list. Add additional processes as needed for this kit.



Click OK to return to the Product Properties window. Complete product properties or click Save and \underline{C} lose.

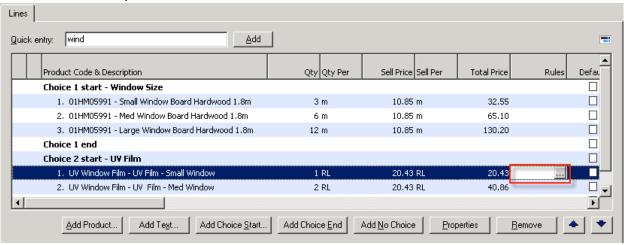


Create Rules for Item Selection

When you set up a kit and the customer options that are part of that kit, you can specify rules for those options so that the selection of one option eliminates other options. Rules can speed order entry and help prevent the selection of mutually exclusive choices. For example, if you have window components set up as a kit, the customer's size selection may eliminate some or all choices related to a glazing option, an opening option, or a grills option.

Create or open a kit in the Kit Builder and identify the items and options in the Lines tab, including all choice start and choice end lines. Make sure you have all the items options you want in a choice, in the order you want them, before creating rules.

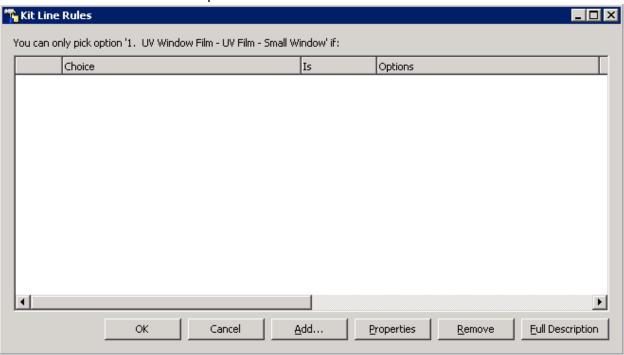
Select the line for which you want to create a rule. To make the rule apply to every choice in the line, select the Choice start line. Rules may be created at both the Choice and the option level.



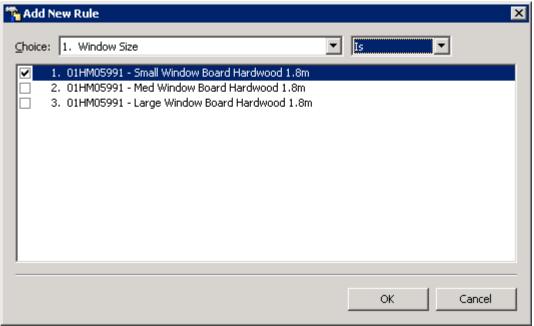
Click the line in the Rules column, then click



The Kit Line Rules window opens.



Click Add.... Select the other kit Choice that this choice will depend on.



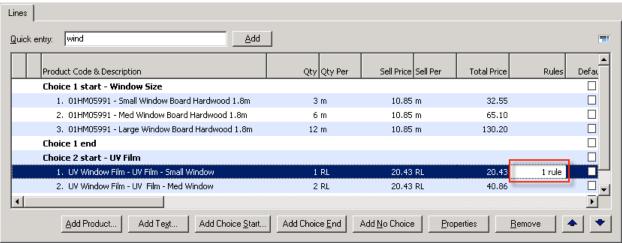
Select whether this rule will apply when the selected Choice Is or Is Not the one you will specify in the rule. Click to select one or more customer options that this choice depends on.



Click OK.

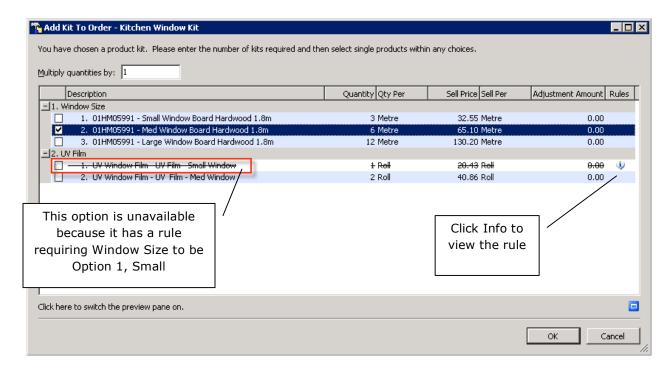
Add more dependencies for this line as needed. The relationship between the rules on a line can be 'AND' or 'OR'. For example, the rules on Choice 3 could be set up so that "Choice 1 is X" AND "Choice 2 is Y." Or they could be "Choice 1 is X" OR "Choice 2 is Y." The use of is/is not allows you to set up nearly any combination, but you cannot currently have one rule that uses both AND *and* OR.

Click OK. The rule is noted on the line.





When the kit is placed on a sales order, any options that require specific choices not yet been made, or that have been ruled out by previous choices, still appear, but with strikethrough text. Strikethrough options may only be selected if the choice upon which they depend is changed (or made).



Note that if you create rules for a kit line, or the line is referenced in rules for other items, and later try to delete the kit line, bisTrack will give you a warning. If you proceed to delete the item anyway, the item and all referenced rules will be deleted.

Additionally, moving a kit line up or down in the item list or adding new choices to a kit it may invalidate any rules set up for that line. You can, however, add additional choices above or below choices (or options) with rules.

Finally, copying a kit will copy rules as well, but since the lines on the copy may be changed or get new line ID numbers, the rules on the copy will need to be reviewed and possibly reset.



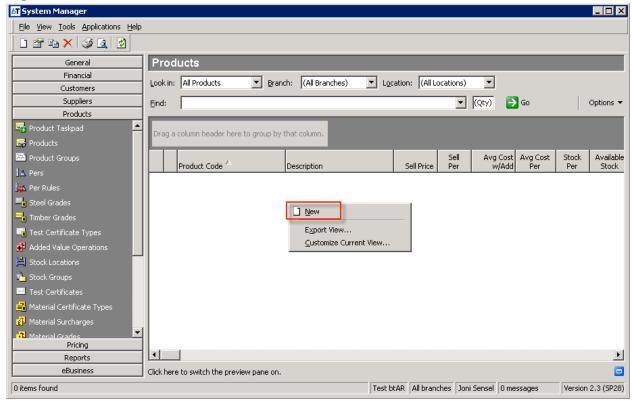
Use Dummy SKUs and Rules to Streamline Kit Order Entry

When you have a large number of potential kit components and want to streamline order entry for those kits, you can create "dummy product" or "choice" SKUs for categorical choices. For instance, you could create one Interior Single Door Kit that might have dozens of potential style, component, and hardware combinations. (The advantage to this approach is that you only have set up one kit, not dozens.) If you then create dummy SKUs for basic choices such as left-swing or right-swing doors, the answers to such questions can be used to narrow down subsequent choices for actual products, so choice selections become more fool-proof.

For door kits specifically, useful dummy SKUs can include the following, since the answers to these questions greatly impact other item and accessory options:

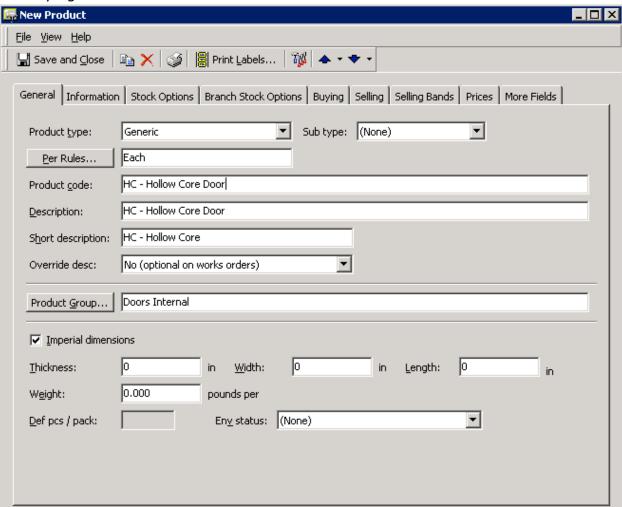
- · Door style.
- Core type.
- Clear or finger-jointed trim and jambs.
- Right-hand swing or left-hand swing.

To create a dummy SKU for kit use, go to System Manager \rightarrow Products \rightarrow Products. Right-click and click New.



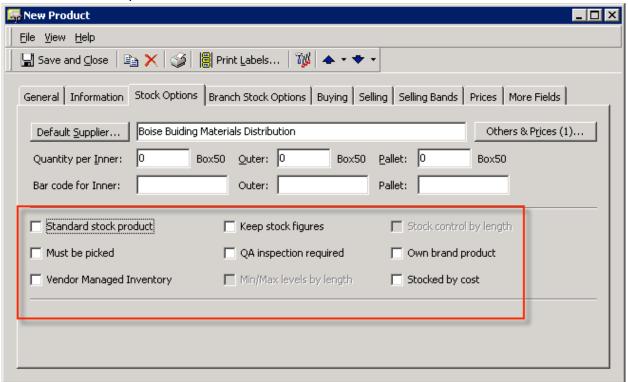


Leave the Product \underline{t} ype on the default, Generic, and enter basic information for identifying this choice.



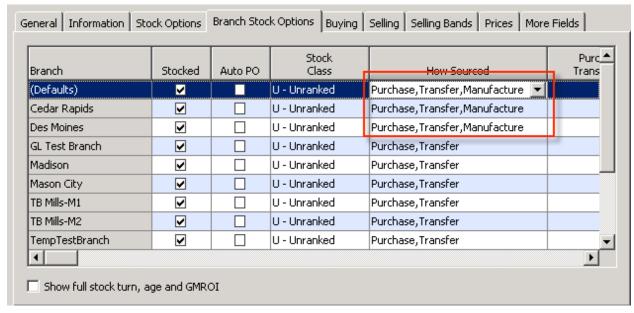


Click the Stock Options tab.



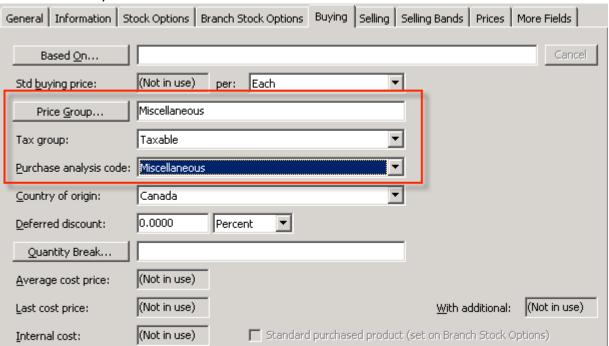
Select a default supplier (who you select is irrelevant; an entry is simply required in this field). Make sure that no checkboxes are selected.

Click the Branch Stock Options tab. For How Sourced, select "Purchase, Transfer, Manufacture" in all cases.



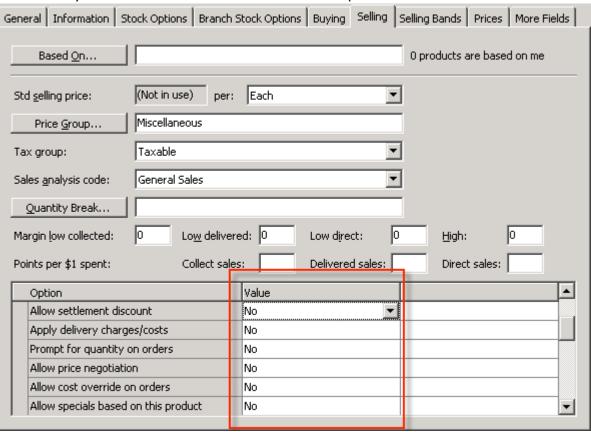


Click the Buying tab and complete the required fields: Price Group, Tax Group, and Purchase Analysis Code.



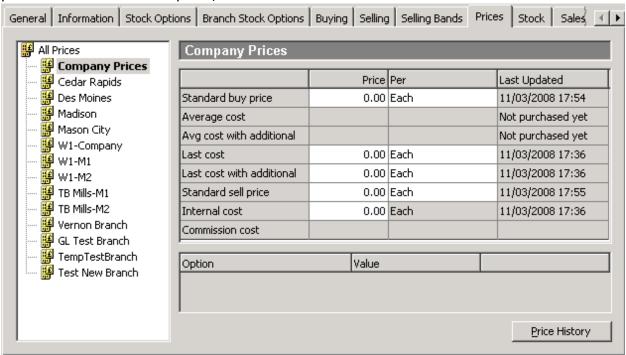


Click the Selling tab and complete the required fields: Price Group, Tax Group, and Sales Analysis Code. Then make sure that all Options are set to No.





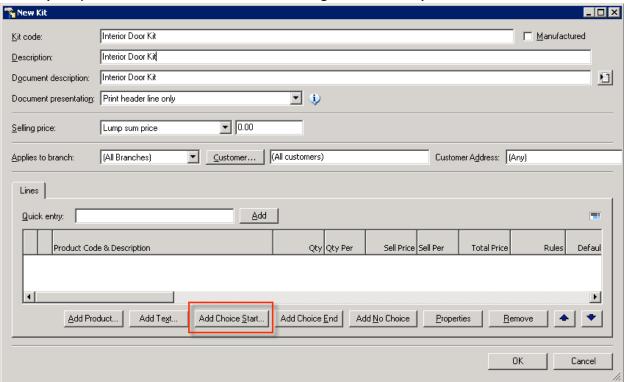
Click the Prices tab and confirm that all price information, including Standard buy price and Standard sell price, is 0.00.



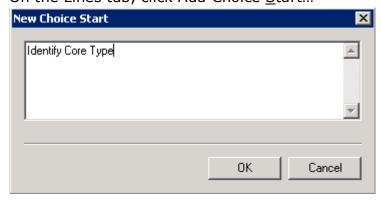
Click Save and Close. The dummy or choice SKU will appear in the product list.



Once you have created two or more dummy SKUs representing the choices that might influence kit options, open the kit builder and begin to create a new kit as usual (or open the Kit Builder for an existing kit to edit it).



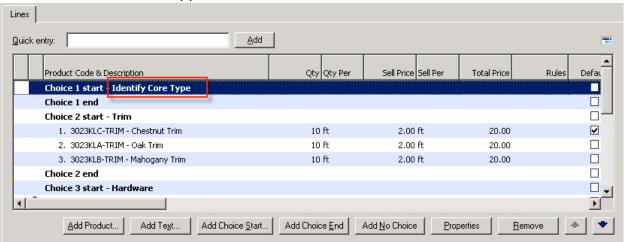
On the Lines tab, click Add Choice Start...



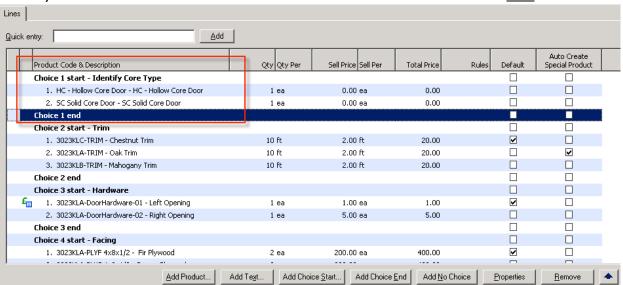
Enter a name for the choice related to the dummy SKU. Note: To eliminate confusion, use consistent terminology such as "Identify" or "Choose" for dummy SKU choices, and terminology such as "Select" or "Decide on" for actual product SKU selections. Click OK.



The choice header line appears.

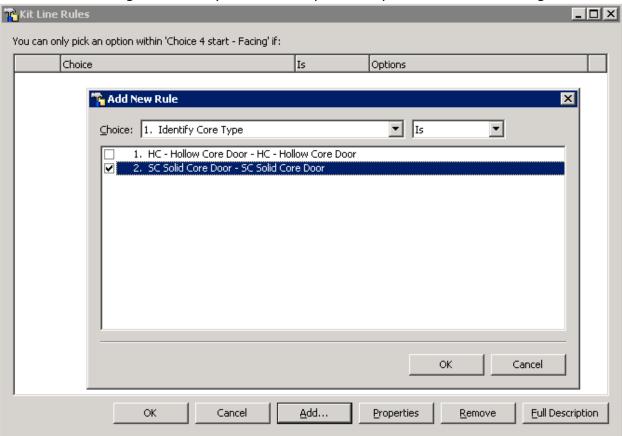


Click Add Product..., select the dummy SKU, and click OK. Repeat for additional dummy SKUs related to this choice. Be sure to also click Add Choice End.



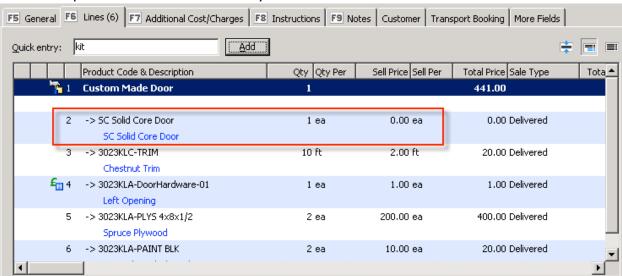


You can now create rules for subsequent choices based on which of the dummy SKUs is picked during order entry, so that choices that do not correctly apply are unavailable during order entry. Follow the previous procedure for creating rules.





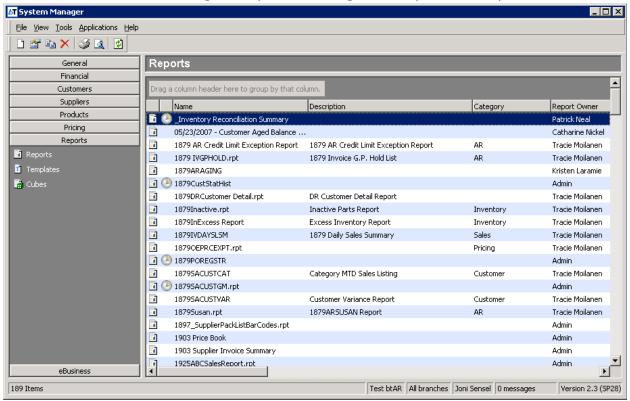
Dummy SKUs that are chosen will appear on the sales order, but with 0.00 price and no impact on stock or inventory.





Set up the Product Kit Listing Report

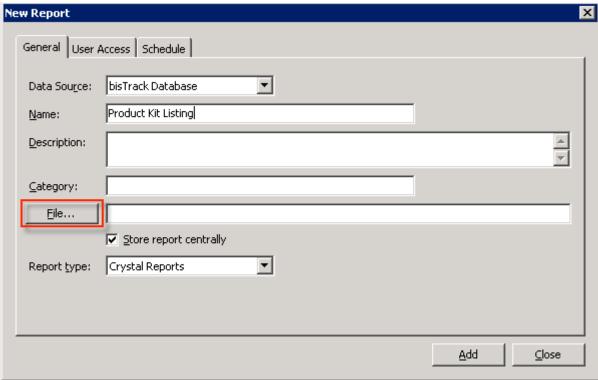
A product kit listing report is provided with other bisTrack report templates. To make it available to users, go to System Manager → Reports → Reports.



Right-click in the grid and click New.



Type the name you want to use for the report and click File.



In the Reports file, navigate to Product Kit Listing.rpt. Select it and click Open. Click Add.

The report becomes available for running as scheduled or manually. Users can select a range of product codes as desired.



When it is run, the report lists the product code and description, items, choices, quantities, sell price per item, sell pers, total price per item, and total kit price.

Product Kit Listing			
Kit: 3023ST - 3023ST			
Product Code & Description	Qty QtyPer	Sell Price Se	II Per Total Pri
Choice start - Sand Color			
3336-Salid-508 - 3336-Salid-50-8lack	€.00 BAG50	\$5.00 BA	G50 \$20
3336-Saxd-50R - 3336-Saxd-50-Red	4.00 BAG50	\$5.00 BA	G50 \$20
3336-Said-50 - 3336-Said-60-Wilte	4.00 BAG50	\$5.00 BA	G50 \$20
Choice end			
Choice start - Aggregate			
□ ¢KP □ 6 179 - 1 □ □ m m ¢ ¢ □ x 2 1 5 Ag litte ¢.2 N Lightweight Aggregate Block	12.00 ea	\$10.32 tea	
D≰KP D6 18D - 10 Dm m - 44 Dx 21 S F bo life 3.5N Lightweight Aggregate Block	12.00 ea	\$11.27 te i	\$13
Choice end			
Choice start - Cement			
06MSQ4724 - 0.5kg Black CementColouring Sealotone Powder (BS1014)	16.00 ea	\$5.83 ea	\$93
06MS04726 - 0.5kg Brown CementColouring Sealo to be Powder (BS1014)	16.00 ea	\$5.83 ea	\$93
06MS04730 - 0.5kg Red Cem ent Colouring Sea lotone Powder (8S 1014)	16.00 ea	\$6.26 ea	\$100
Clobe eld		-	otal Price (specified) \$500
Kit: 3023K-A - 3023 Manufactured Test A			omit ince (specifica) sour
Product Code & Description	Qty QtyPer	Sell Price Se	II Per Total Pric
Choice start - Hardware	4.00		
071207-694-DoorHardware-01 - Left Opening Door Hardware	1.00 ea	\$5.00 ea	\$5
071207-694-DoorHardware-02 - Right Opening Door Hardware	1.00 ea	\$5.00 ea	\$5
Cholce end Cholce start - Facilig			
df2414 - 2x4-14 #2 & Bet. Fir	1.00 ea	\$650.00 WB	IF \$6
DW2414 - 2x4-14 #2 & Bet. Sprice	1.00 ea	\$650.00 MB	
Choice end	1.00 €8	gore.uu Mü	. 40
Choice start - Cobr			
D6PG D2695 - Permoglaze Palist Gloss Black 1.0 litre	1.00 ea	\$9.14 ea	\$9
06PV02864 - Permoglaze Palist Undercoat White 1.0 litre	1.00 ea	\$8.29 ea	\$8
D6PG D2758 - Pe mi oglaze Palist Gloss Williste 1.0 litre	1.00 ea	\$8.29 ea	\$8