# ENTERPRISE MANAGER

This document shows some business applications I have developed to facilitate decision-making and improve productivity. I originally designed Enterprise Manager for Rheem Brazil and later sold it, with their consent, to other companies under the brand Enterprise Solutions. I was responsible for the complete development cycle including <u>process reengineering</u>, <u>business modeling</u>, <u>code development</u>, <u>implementation</u>, and <u>training</u>.

My software can control 255 branches and a total sales volume of about $40,000,000 a year. The program is extensive, containing over 50 screens and reports. I will limit myself into showing some of the more interesting features.

<u>CASH FLOW</u>: Visual resources were used whenever possible to make data interpretation easier. The screen below shows a snapshot of a cash flow graph.
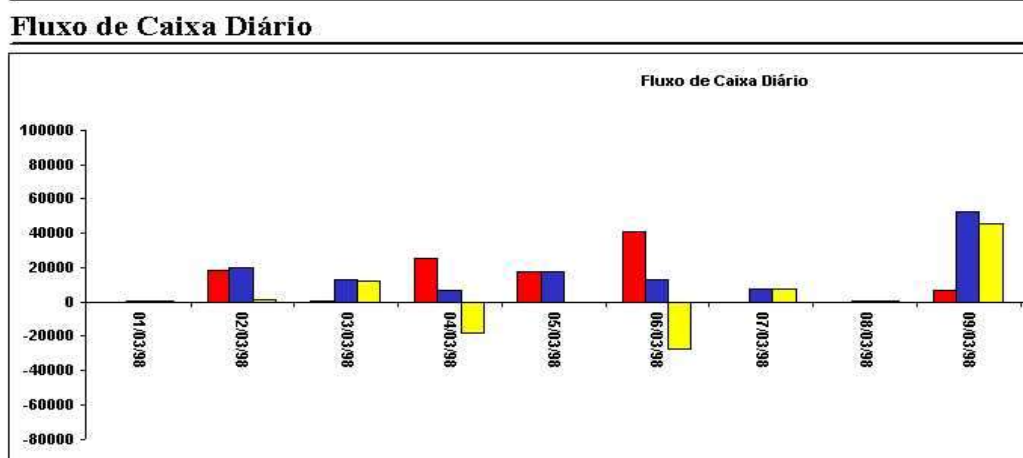
The user could easily identify days with low cash inflows (blue bars) and high outflows (red bars). The yellow bars show the balance, so any day with yellow bars pointing downwards meant that the accounts payable needed closer analysis.

For this purpose the screen below was used. In it you could see accounts payable and accounts receivable, as well as the debits and credits in bank accounts, and quickly make a decision if the accounts payables dates had to be renegotiated.


Dia	Fluxo de Caixa			Movimentação Bancária			Diferença
	A Receber	A Pagar	Saldo Prev.	Crédito	Débito	Saldo Real	
08-Jun-1999	2.560,00		2.560,00			0,00	-2.560,00
10-Nov-1999	230,00		230,00			0,00	-230,00
23-Nov-1999	500,00		500,00			0,00	-500,00
23-Dez-1999	200,00		200,00			0,00	-200,00
03-Jan-2000			0,00	4.000,00		4.000,00	4.000,00
05-Jan-2000			0,00		400,00	-400,00	-400,00
06-Jan-2000			0,00		200,00	-200,00	-200,00
07-Jan-2000	300,00		300,00		400,00	-400,00	-700,00
10-Jan-2000	1.559,00		1.559,00			0,00	-1.559,00
11-Jan-2000			0,00	5.616,00		5.616,00	5.616,00
12-Jan-2000			0,00		1.000,00	-1.000,00	-1.000,00
02-Fev-2000		500,00	-500,00		500,00	-500,00	0,00
09-Fev-2000	1.100,00		1.100,00			0,00	-1.100,00
	9.305,85	1.500,00	7.805,85	82.048,98	31.684,15	50.364,83	42.558,98

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INVENTORY: Another key issue for wholesalers/retailers is a well-managed inventory. Enterprise manager had several reports to help find the most profitable items as well as low volume items that should not be carried anymore. The screen below shows one of these reports.
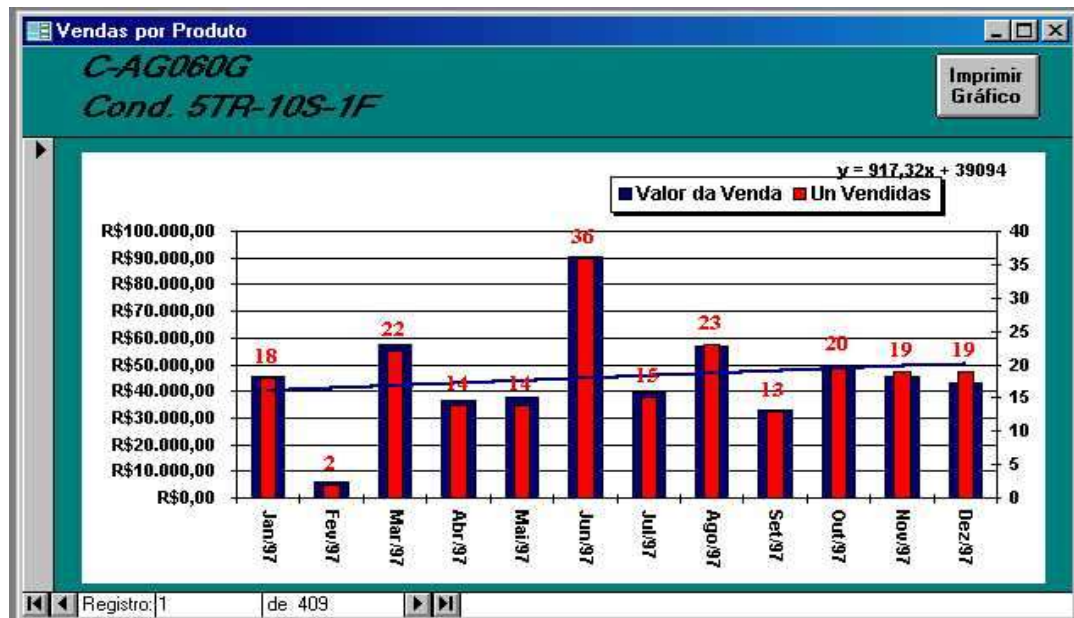
The above screen shows you a monthly sales graph of the top-performing products. The blue line is a regression of the data, which shows the sales tendency for that product. You can see the graph of other products by clicking in the right arrow in the bottom of the screen.

Código	Nome	Un. Vend	Lucro do Prod	% Sob o Lucro	Total Vendido	% Sob o Total:	Unid./Mês	Máx
C-AG060G	Cond. 5TR-10S-1F	19	R$37,132.35	10.55%	R$ 52,253.88	11.35%	6	8
C-BUHA60G	Evap. p/ Dutar 5TR	24	R$28,699.02	8.15%	R$ 33,447.42	7.27%	8	13
C-AG048G	Cond. 4TR-10S-1F	15	R$27,427.87	7.79%	R$ 32,541.22	7.07%	5	11
C-DB150	Evap. p/ Dutar 15TR	9	R$25,224.21	7.17%	R$ 41,595.12	9.04%	3	5
C-AG036G	Cond. 3TR-10S-1F	16	R$24,780.04	7.04%	R$ 28,173.96	6.12%	5	8
C-AA100HA	Cond. 10TR-10S-3F	5	R$21,706.50	6.17%	R$ 26,275.00	5.71%	2	4
C-ALP013CF2	Cond. 12,5TR-10S-3F	3	R$18,055.98	5.13%	R$ 21,380.22	4.64%	1	2
C-ALP016CF2	Cond. 15,5TR-10S-3F	4	R$14,859.98	4.22%	R$ 35,453.46	7.70%	1	3
C-BUHA36G	Evap. p/ Dutar 3TR	17	R$13,541.74	3.85%	R$ 16,619.76	3.61%	6	9
C-DB100	Evap. p/ Dutar 10TR	5	R$12,912.20	3.67%	R$ 16,078.78	3.49%	2	4
C-AG030G	Cond. 2,5TR-10S-1F	9	R$12,135.02	3.45%	R$ 13,793.00	3.00%	3	3
C-AG024G	Cond. 2TR-10S-1F	10	R$11,588.80	3.29%	R$ 13,601.00	2.95%	3	7
C-AD060HD	Cond. 5TR-10S-3F	4	R$10,335.20	2.94%	R$ 11,712.00	2.54%	1	3
C-AA075HA	Cond. 7,5TR-10S-3F	4	R$9,837.30	2.80%	R$ 12,682.12	2.76%	1	3
K-FUE048	Evap. Ambiente 4TR	7	R$8,745.93	2.49%	R$ 12,121.62	2.63%	2	7
C-ALP021CF2L	Cond. 20,5TR-10S-3F	1	R$7,354.27	2.09%	R$ 9,748.17	2.12%	0	1
C-DB080	Evap. p/ Dutar 7,5TR	3	R$6,554.67	1.86%	R$ 8,189.73	1.78%	1	1
C-BUHA24G	Evap. p/ Dutar 2TR	10	R$6,400.95	1.82%	R$ 7,880.35	1.71%	3	8
C-BUHA48G	Evap. p/ Dutar 4TR	5	R$5,763.15	1.64%	R$ 6,508.00	1.41%	2	3
K-FUE060-C2	Evap. Ambiente 5TR - Cc	3	R$5,117.24	1.45%	R$ 6,096.00	1.32%	1	3

Record: 1 of 91

The data can also be seen in text format where it shows, for a selected time frame, the number of units sold, the total profit and the profit percentage over all sales, the volume of sales of the product, the average units/month and the maximum units sold in one month.

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SALES: An enormous gain of productivity was achieved when the proposals screen was developed. This reduced a 3-step process involving writing down the items requested, looking up the prices and typing the proposal in Word, into one easy step.

The user had to simply select the products, choose from a number of preformatted proposals, and the program would develop the report shown below. All the information needed to develop a proposal is in one screen (for example, the yellow column above shows the available inventory).

The above screen shows the proposal that is developed after just one click of the mouse. The only remaining step was to fax it to the customer!

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REPORTING TOOLS: **The software also had a number of forecasting tools. The screen below shows a projection of sales for the next two months based on a regression on sales of the past 12 months.**
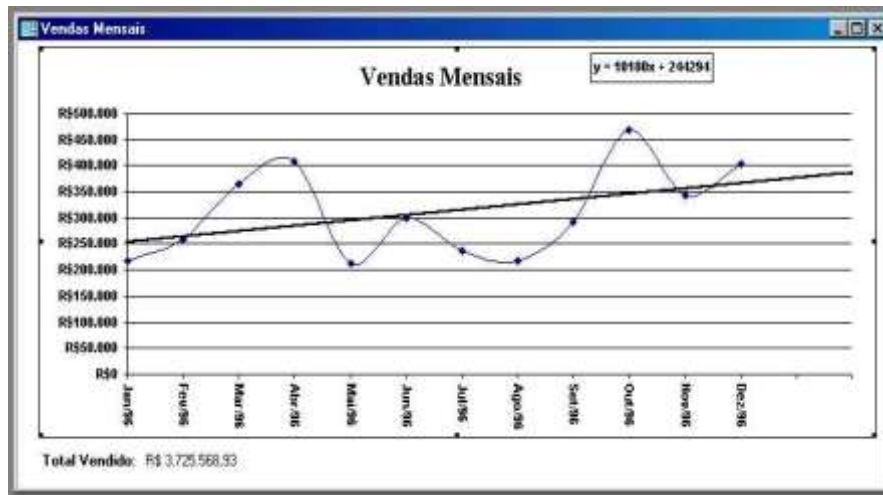
Other forecasting reports and graphs include Monthly Product Sales, Fixed x Variable x Total Costs, and Sales x Accounts Receivable x Accounts Payables.

CREDIT ANALYSIS: **On the ordering process form all the information needed to develop a credit safe sale is right at your fingertips.**

The above screen shows the credit ('Crédito') Tab of the Order Entry form. This displays the entire credit history of this customer with your company including credit limit, available credit, number of open proposals, number of open orders, number of closed orders and total volume bought. The order is made using the same screen but using the Items ('Itens') Tab. If the company is out of stock of a certain product it can look for similar products using the Similar ('Similares') Tab and set how the customer will pay for the order (30-60 days, etc.) in the payment conditions ('Cond. Pgto') Tab.