AYA ASSOCIATES, INC.

Comp-U-Floor

The Flooring Industry... Covered

Web ERP Documentation for Version 1.19.0
06/05/2025

UPDATE FEATURES

SALES

SALES ANALYSIS

B2B

Price Catalog

Resolved the following catalog issues regarding updating the Item Master as provided by some vendors:

- Failure to populate the "Pieces per Carton" amount with the "Units per Carton" amount for hard surface items with a "Vendor Cost U/M" of PC.
- Failure to populate the Item Master "Cartons per Pallet" for hard surface items.
- Failure to populate the "Roll Width" and "Ounce Weight" for roll good items.
- Bypass populating the roll width for vinyl hard surface items.
- Set the "Date Created" to the CUF Business Date when an invalid date is provided.
- Bypass display of an incorrect "Vendor UOM not supported" error message.

CRM

Deals

Removed Stage

A new predefined final stage for "Removed" was added, default color is red. If the "Removed" Stage is assigned to a Deal, the Deal is automatically removed from display and checking the "Display won/lost deals past 30 days" check box control will not display deals assigned to the "Removed" stage.

Note: The stage description and color can be changed in CRM Deal Stages on the Maintenance menu.

Location

A new Location field was added to assign each Deal to a Location; default is the work station Default Warehouse which can be changed.

Note: Select the "Configure columns" button to select and position the "Location" for display. Contact the Support Team to assign a Location to Deals created prior to this update.

Date Created

Resolved the issue regarding the Date Created being displayed one day earlier than the date entered.

Estimate Date

Resolved the issue regarding the Estimate Date being displayed one day earlier than the date entered.

<u>User Restriction</u>
If the Company Information "Restrict CRM by User" control is:

- <u>Checked</u>: Employee level users cannot view Deals created by other users but can view and manage Deals they created. In addition, a Deal assigned in Sales Entry / Maintenance cannot be viewed if created by another user.

- <u>Unchecked</u>: All users can view and manage Deals regardless of the user that created the Deal.

Note: This restriction is similar to the Company Information "Restrict CRM Deals Info per Sales Associate" control.

<u>Main Order</u>
If the "Automatically mark linked-quotes/orders as Main Order in CRM" control is:

- <u>Checked</u>: The first quote/order entered on the Quotes/Orders screen within the Edit Deal function is automatically checked as the Main Order and is also displayed in the Order column on the Deals information screen. The Main Order control can be manually changed to another quote/order.

- <u>Unchecked</u>: The Main Order check box control must be manually checked to designate a Main Order.

DASHBOARD

<u>Sales Associate / Marketing</u>
Resolved the issue regarding customer invoice sub-totals added twice to the Sales total and the Target Sales total for invoices with the same Sales Associate assigned to Sales Associate #1 and Sales Associate #2.

GENERAL LEDGER

<u>Account Reconciliation</u>
Resolved the issue regarding incorrectly posting a credit card refund on the Decreases screen instead of the Increases screen.

Note: Customer credit card payments, including refunds, for Sales Order deposits and A/R payments are posted on the Increases screen. Payments with a +amount and refunds with a –amount.

INVENTORY

Inventory Transfers

Sales Order Transfers

A "BIN" number field was added to this screen between the "Item Roll Lot" and "U/M" of each transfer line to provide for display and entry of a bin number for the material being received.

- If an Inventory record is on file for the same item (style + color + roll/lot) at the receiving location, even if 0.00 on hand, the BIN number assigned to the existing Inventory is displayed which can be changed.

- If no inventory record is on file for the same item (style + color + roll/lot) at the receiving location, a blank BIN number is displayed which can be changed.

Note: The Receiving Materials screen within Warehouse Transfers also displays the BIN number which can be changed.

Stock Inquiry

Resolved the issue regarding failure to update the display of the item information after display of an item followed by selecting a different color within the Color search.

ITEM PRICING

Pricing Center

Resolved the issue preventing entry of an amount less than 0.10 in the Unit $ or Cut $ amounts in the "Add Amount to Price" or "Set Amount as Price" sections.

MAINTENANCE

Company Information

1) A new "Automatically mark linked-quotes/orders as Main Order in CRM" check box control, default is unchecked, was added to the Sales Tab near the bottom of the left column. Please refer to CRM – Deals – Main Order above for more details.

2) A new "Restrict CRM by User" check box control, default is unchecked, was added to the Sales Tab near the bottom of the left column. Please refer to CRM – Deals –User Restriction above for more details.

3) A new "S/O Special Quick Scan" check box control, default is unchecked, was added to the Sales tab at the bottom of the "Lines Related" section in the center column. Please refer to Sales – Entry / Maintenance – Quick Scan below for more details.

Customer Master
An internal control was added and when activated, the "Bypass Item Private Labels" check box control is automatically checked after saving a new customer created in the Customer Master or using the Create Customer function within the Sales Entry / Maintenance Customer Number Search.

Item Master
Resolved the issue regarding failure to display all of the Comment Print On options on the Comments tab.

Vendor Master
The User Name in the Connection section on the EDI B2B tab was expanded to 40 characters.

PURCHASING

Entry / Maintenance

Add Stock Line
Resolved the issue regarding failure to save the manually entered Sales Order number and line number when changing the originally entered Sales Order number and line number when adding a Stock detail line.

Receive Slab Line
Resolved the issue regarding receipt of a slab item linked to a sales order failing to update the slab dimensions on the sales order detail line.

Back Order Screen
1) Resolved the issue regarding display of the Back Order screen when there are no Sales Order Back Orders for the item received.

2) Sales Orders with a B/O quantity are now displayed for all locations with a Receiving Warehouse (assigned in the Warehouse Master) matching the PO Location. This is in addition to the existing feature of displaying Sales Orders with a B/O quantity with a Store Location matching the PO Location.

Note: Sales Orders are displayed in Sales Order number within Store Location number order with linked Sales Orders (If any) at the beginning of sales orders displayed within each location.

Order History
The following B2B transactions are now posted in the Order History:

> Post PO to B2B
> A "***POST SENT VIA B2B***" record is created upon successful sending of an 850 document.

Receive PO Acknowledgement
A "***PO ACKNOWLEDGEMENT RECEIVED***" record is created upon successful receipt of an 855 document.

Receive Functional Acknowledgement
A "***FUNCTIONAL ACKNOWLEDGEMENT RECEIVED***" record is created upon successful receipt of a 977 document.

Receive Shipment Notice
A "***SHIPMENT NOTICE RECEIVED***" record is created upon successful receipt of an 856 document.

RECEIVABLES

AR Cash Receipts and Adjustments

1) Resolved the issue regarding failure to unlock the "Authorization #" field after checking the "Bypass Processor" control when processing a credit card payment and the Paragon Credit Card Processing software is enabled.

2) Resolved the issue regarding a payment transaction being stuck in a loop (spinning wheel) when applying a payment to a manually entered invoice number, which required forcing the program to be closed.

SALES

Entry / Maintenance

Quick Scan
If the Company Information "S/O Special Quick Scan" control is checked, scanning a Standard (Thermal) bar code label for an "Other" type non-roll/lot item when adding a Stock detail line on any Order Type will automatically populate the Style, Color, Roll/Lot, Description (Style and Color descriptions), Order Qty = 1, Order U/M = EA, Unit Price, Discount, Price U/M and Extended Price.

Manual entry (or search selection) of the Style and Color codes and tabbing past the Roll/Lot # for an "Other" type non-roll/lot item will also automatically populate the detail line fields as described above.

If inventory is available at the selected location on a Sales Order, the add line process is automatically completed, same as if the "Save & New" button was selected. A new Stock Line screen is displayed with the cursor positioned in the Style field.

If inventory is not available at the selected location, the "Back Order? No / Yes" prompt is displayed.

- **NO** will position the cursor in the Order Qty field (same as current) and the user will decide how to proceed.

- **YES** will automatically set the Roll/Lot # field to "B/O" and the add line process is automatically completed, same as if the "Save & New" button was selected.

This bar code quick scan process will facilitate faster Sales Order material detail line processing and the add line(s) process is completed by selecting the "Cancel" button.

After all detail lines have been entered and reviewed, editing may be required for any detail line change needed (quantity, price, etc.)

The sales order can then be completed, with or without a payment, by selecting the "Finalize Invoice" button (if the order has no "B/O" or Labor lines) or the "Finalize Order" button.

<u>Add Stock Line</u>
Resolved the issue regarding the Color pull-down failing to display all colors in the Item Master for the selected Style except for discontinued items without inventory on file in any location. Previously, colors without inventory in the store location were not listed in the Color pull-down.

<u>Quotes and Templates</u>
1) Resolved the issue regarding incorrectly printing "Pieces: 0" for Labor lines listed on all new or reprint Quote and Template tickets. This issue continued with execution of the following header action commands:

- Copy Quote to Quote
- Copy template to template
- Copy template to quote.

2) Terms are now listed in the upper right corner of the header (under the date) on all Quote and Template tickets.

3) All of the detail lines are now aligned with the Item Number information on the first detail line on Quote and Template Tickets, same as on Sales Tickets.

- Stock and Non-Stock Item Description lines
- Stock Packing Factor lines
- Stock and Non-Stock Item Comment lines
- Other Charge lines
- Comment Lines

View Costing
The Total Price can now be changed on the Edit screen. This feature was added to allow a change to the Unit Price or Total Price on a material line linked to an open purchase order (not received) or a labor line with an install completed status.

Note: The Unit Cost cannot be changed for the above 2 conditions and the Total Cost can never be changed for any detail line.

The Edit screen was changed to display cost and price parameters on separate rows:

- First Row = all of the components to calculate Total Cost: Cost Qty, Unit Cost, Line Cost (Cost Qty x Unit Cost), Freight, Markup, Use Tax and Total Cost.
    - Only the Unit Cost can be changed.

- Second Row = all of the components to calculate Total Price: Price Qty, Unit Price, Line Price (Price Qty x Unit Price), Discount and Total Price.
    - Only the Unit Price and Total Price can be changed.

- Third Row = additional information for Commission percent (Commission by Item or Commission by Price Class options only), Margin percent and Profit amount.

Sales Orders Inquiry

Sales Orders
Report aging totals were added to the Summary Report, in addition to the Detail Report, for Merchandise, Other, Freight, Sales Tax, Total, Deposit and Balance amounts.

Orders with Deposit
Report aging totals were added for Deposit amount, Percent of Total and Total amount.

Open Orders by Sales Associate
1) Two new Sort By options were added for “Customer Number within Person” and “Customer Name within Person”.

- The “Customer Number within Person” option will list sales orders in Sales Order Number within Customer Number within Person (Sales Associate or Estimator) order.

- The “Customer Name within Person” option will list sales orders in Sales Order Number within Customer Name within Person (Sales Associate or Estimator) order.

2) Aging Summary Totals are now listed after each sales associate, in addition to Aging Summary Totals for the entire report, with columns for Merchandise, Other, Freight, Sales Tax, Total, Deposit and Balance within the aging categories of:

- 0 To 30 Days
- 31 To 60 Days
- 61 To 90 Days
- Over 21 Days

Pick Ticket Status Report

1) The Freight, Sales Tax, Total, Deposit and Balance amounts in the sub-heading and the price Extension and Order Total were expanded to list decimals for cents instead of whole dollar amounts.

2) The report alignment was adjusted to avoid cutting off part of the first column for Order number and Style code.

SALES ANALYSIS

Customer Profitability Report

A new "List Cost" check box, default is checked, was added to the By Customer tab.

1. If checked, the report is unchanged and lists all columns on the Detail and Summary reports.

2. If unchecked, the report does not list the columns for Cost Amount, Profit Amount, Profit % and Customer Profit % on the Detail and Summary reports. This provides an option to provide a customer with a report of invoices for the selected location and date range without revealing cost and profit.

END