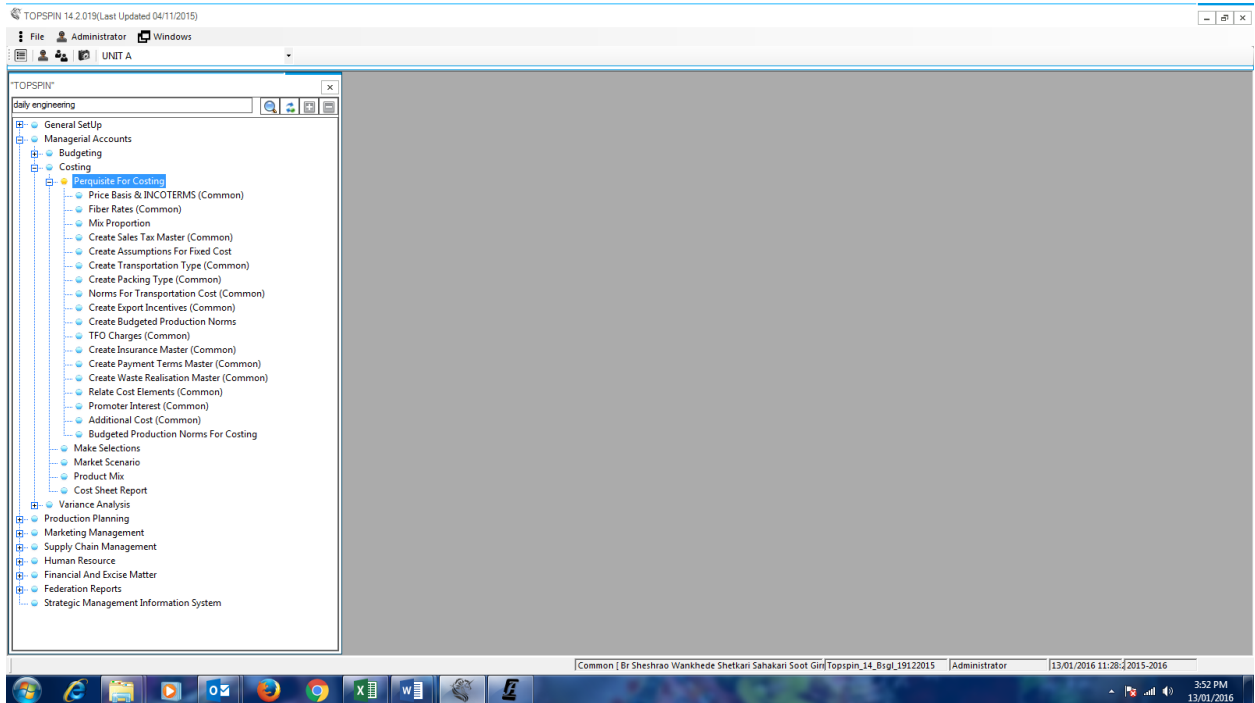


TOPSPIN ERP Strategic Importance To Deliver Drastic Improvements [Costing & Product Mix Decisions]

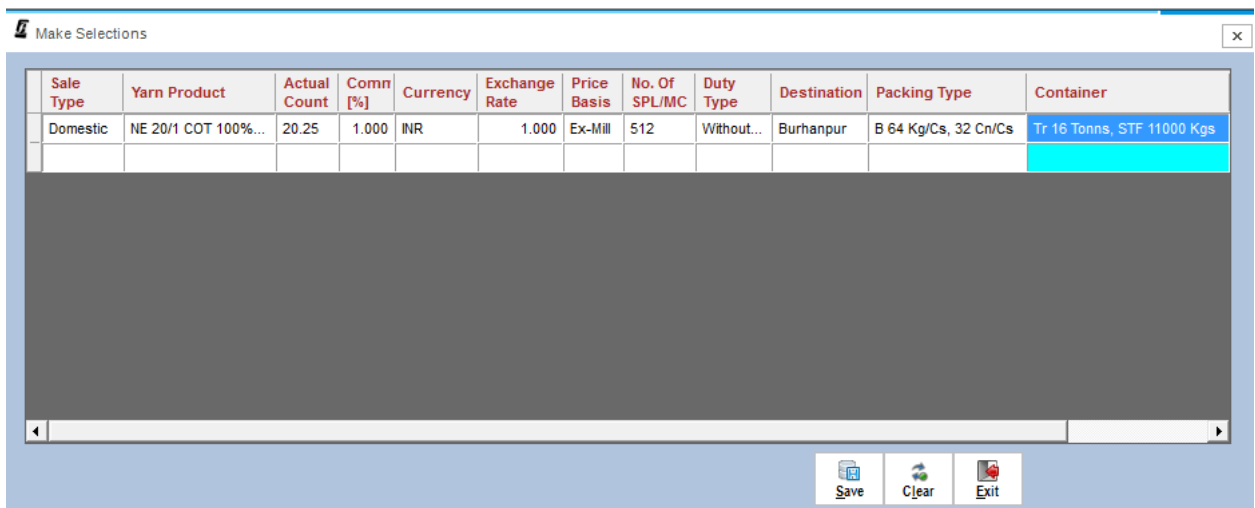
TOPSPIN ERP major emphasis is over raw-materials and market resources to bring drastic benefits for spinners rather than incremental. Hence let us describe costing and optimum product mix through our ERP solutions:

Overview Of Costing Module



Above screen displays overview of costing. Certain pre-requisites are essential to arrive at a count wise cost sheet under ever changing market conditions e.g. raw-materials or yarn prices.

Make Selections



Before moving to costing few selections are mandatory that includes type of sale, actual count, price basis [INCOTERMS], number of spindle/rotor/machine, GST, destination, packing type and container size.

Review Market Scenario

Market Scenario

Make Selections	Fiber Rates	Create Packing Type	Norms For Transportation Cost	Create Assumptions For Fixed Cost	Budgeted Production Norms							
Reviews Market Scenarios												
Earlier Booking												
	Convert to Booking	Booking No	Booking Date	Customer Name	Yarn Product	Booking Quantity	Sale Rate	Net Profit/KG	Contribution/ Machine/ Day	Contribution /KG	Contribution /SS	EBI
▶	<input checked="" type="checkbox"/>	SBTL/D/OE/00005	11/02/2015	KAMAL UDYOG	NE 20/1 COT 100% PLATINUM NT	10000	121	-7.418	32295.215	18.656	0.003	14
<input type="button" value="Refresh"/>												
Convert to Booking	Booking No	Customer Name	Yarn Product	Booking Quantity	Sale Rate	Net Profit/KG	Contribution/ Machine/ Day	Contribution /KG				
<input type="button" value="Save"/> <input type="button" value="Delete"/> <input type="button" value="Search"/> <input type="button" value="Clear"/> <input type="button" value="Print"/> <input type="button" value="Exit"/>												
Average Count :	<input type="text" value="20.25"/>	Total Profit Per KGs :	<input type="text" value="-7.418"/>	Total Profit Per Machine :		<input type="text" value="-12841.226"/>						
Total Contribution Per KGs :	<input type="text" value="18.656"/>	Total Contribution Per Spindle Per Shift :	<input type="text" value="32295.215"/>									

After making required selections market scenario are carefully reviewed. Here fiber current prices are reviewed [editable] and yarn selling prices are entered. This screen is capable to process costing data and resultantly following information in particular becomes available to confirm the bookings. Namely:

- Net profit/loss per K.G. of yarn
- Contribution/spindle or rotor/shift
- Contribution/K.G.

Bookings made through this screen become part of sold counts.

View Cost Sheet

Following screen shows count wise detailed cost sheet that consist variable, semi variable and fixed cost of elements along with profit/ loss per kg and corresponding contributions. Below screen display the cost sheet:

TOPSPIN 14.2.043(Last Updated 28/01/2016)

File Administrator Windows

UNIT A

TOPSPIN

- General SetUp
- Managerial Accounts
- Budgeting
- Costing
 - Perquisite For Costing
 - Price Basis & INCOTERMS (Co)
 - Fiber Rates (Common)
 - Mix Proportion
 - Create Sales Tax Master (Comr)
 - Create Assumptions For Fixed
 - Create Transportation Type (C
 - Create Packing Type (Commo
 - Norms For Transportation Cos
 - Create Export Incentives (Com
 - Create Budgeted Production N
 - TFO Charges (Common)
 - Create Insurance Master (Com
 - Create Payment Terms Master
 - Create Waste Realisation Mast
 - Relate Cost Elements (Commo
 - Promoter Interest (Common)
 - Additional Cost (Common)
 - Budgeted Production Norms F
 - Make Selections
 - Market Scenario
 - Product Mix
 - Cost Sheet Report
- Variance Analysis
- Production Planning
- Marketing Management

Cost Sheet Report

Unit: UNIT A FromDate: / / ToDate: / / Booking No.: / /

BookingNo	BSGL/D/U1/00001	BSGL/D/U1/00002	BSGL/D/U1/00003	BS
No of SPL/MC	1104	1104	1104	111C
QualityName	34/1 K W	34/1 K W	34/1 K W	34
Unit	U1	U1	U1	U1
ActualCount	34.500	34.500	34.500	34.
Prod/SPL/Shift (Grams)	120.960	120.960	120.960	12C
Prod/MC/Day (Kgs)	400.620	400.620	400.620	39E
Utilisation	70.876	70.876	0.970	0.9
No of Spl Required to Produce 1 Kg of Yarn	2.756	2.756	2.756	2.7
Duty	Without_Payment	Without_Payment	Without_Payment	Wit
Sales TAX Type	VAT	VAT	VAT	VA'
Destination	Malegaon	Malegaon	Malegaon	Mal
Container	Tr 10 Tonns. STF 9072 Kgs	Tr 10 Tonns. STF 9072 Kgs	Tr 10 Tonns. STF 9072 Kgs	Tr

Export View Exit

Common [Abc Industries Ltd.] | Topspin_14_Bsgl_0802201 | Administrator | 07/03/2016 12:02:15-2016

5:41 PM 11/04/2016

Product Mix Decision

TOPSPIN 14.2.043(Last Updated 28/01/2016)

File Administrator Windows

UNIT B

TOPSPIN

- General SetUp
- Managerial Accounts
- Budgeting
- Costing
 - Perquisite For Costing
 - Price Basis & INCOTERMS (Co)
 - Fiber Rates (Common)
 - Mix Proportion
 - Create Sales Tax Master (Comr)
 - Create Assumptions For Fixed
 - Create Transportation Type (C
 - Create Packing Type (Commo
 - Norms For Transportation Cos
 - Create Export Incentives (Com
 - Create Budgeted Production N
 - TFO Charges (Common)
 - Create Insurance Master (Com
 - Create Payment Terms Master
 - Create Waste Realisation Mast
 - Relate Cost Elements (Commo
 - Promoter Interest (Common)
 - Additional Cost (Common)
 - Budgeted Production Norms F
 - Make Selections
 - Market Scenario
 - Product Mix
 - Cost Sheet Report
- Variance Analysis
- Production Planning
- Marketing Management

Product Mix

Product Mix For The Month

March

Booked Counts To Be Produced

Booking No	Booking Date	Customer Name	Yarn Product	Total Booking Quantity	Balance Booking Quantity	Quantity To Be Produced	No. Of Machine Alotted

Unsold Counts To Be Produced

Sale Type	Is Consignme	Destination	Yarn Product	Actual Count	Packing Type	Product Receipt	C
*							

Average Count

- Sold Avg. Count: 0
- Unsold Avg. Count: 0
- Avg. Count: 0
- Last Month's Sold Avg. Count: 0
- Last Month's Unsold Avg. Count: 0
- Last Month's Avg. Count: 0

Profitability

- Average Count
- Remaining Contracts
- Unsold Stock
- Fiber Stock

Save Delete Search Clear Print Exit

Activate Windows
Go to PC settings to activate Window

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5:41 PM 11/04/2016

Once count wise standard cost is available combination of counts can be selected to arrive at an accurate product mix. Like sold counts [order to make], unsold [make to order] counts related costing

is also available. Various related information like overall profitability, average count for balancing the preparatory assembly line, remaining contracts and fiber stock position are also simultaneously available at a glance.

A product mix can deliver ROI extremely quickly as far as investments in ERP projects are concerned.

Cost MIS

Financial accounting is linked with management accounting. Account heads are discretely interconnected with concerned elements of cost. An auto generated cost MIS compare individual elements of cost considered at the booking stage of yarn contracts [standard cost] with actual expenses incurred after the completion of purchase-production-sales cycle. Such comparison help management to ascertain contract wise customer profitability consistently and justify marketing operation and business transactions. This functionality also validate ROI towards investments in ERP projects