

# DISCOUNT MANAGER SOFTWARE

## 1. DESCRIPTION OF DISCOUNT MANAGER

Discount Manager is a Financial & Accounting Application which supports the executives of a company in the planning of customer's strategies and the management of discount policies in a profitable way, so as to help the company increase market shares and customers' satisfaction.

The main objectives of this software are synopsised in the following:

- Monitoring of Customer behaviour
- Monitoring of Product acceptance
- Supporting of Decision Making within the framework of Discount management
- Management of discount policies at the level of products, sales, Customers and their combination
- Execution of Accounting Operations

*The system was developed in Visual Basic 6.0 and was implemented on the basis of client - server architecture. Discount Manager operates under Windows operating system and under a Microsoft SQL Relational Database.*

*Users enjoy an "open architecture", in point of the PCs. Features, such as Windows environment together with other systems such as Microsoft SQL Server 2000, make users widely independent of the system's suppliers in:*

- The management of the discounts
- The derivation of information in various levels such as discount types, product hierarchies, sales and time intervals.

## 2. GENERAL ARCHITECTURAL CHARACTERISTICS

The system's operation is based on a client – server architecture. According to Figure 1, the basic components of the overall architecture are:

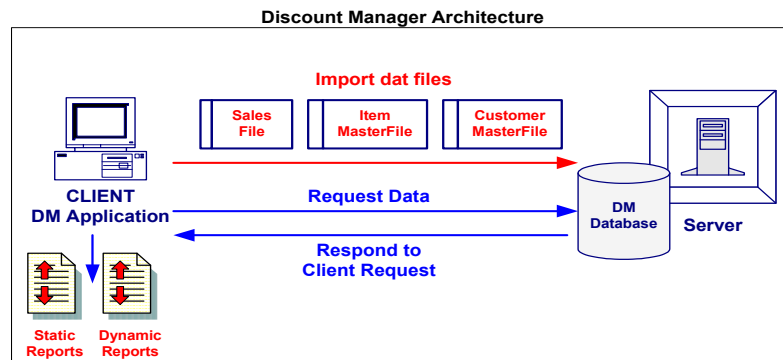


Figure 1: Discount Manager Architecture

- **A Microsoft SQL Server 2000**

The specific DBMS hosts a relational database, supports the communication of client machines with the database, and enables the execution of queries and the derivation of specific information from the end users of the system.

- **One or more clients.**

Discount Manager Application constitutes a client, once its operation relies on the server, in which the database is hosted. Moreover, Discount Manager derives and also sends information to the relational database. More than one clients can be connected on the database at the same time.

One of the basic benefits of the application is the fact enables the users to import in the database from their personal computer three files of data. Each file represents a specific category. Those categories are:

1. Products
2. Sales
3. Customers.

The specific categories of files are imported in the database in the form of dat. files.

### 3. DISCOUNT MANAGER FUNCTIONAL OVERVIEW

- **Flexible determination of Discount Policies within each Month of a particular Year in point of two levels:**

1. Products
2. Customers

- **For each level the following Discount Policies can be applied:**

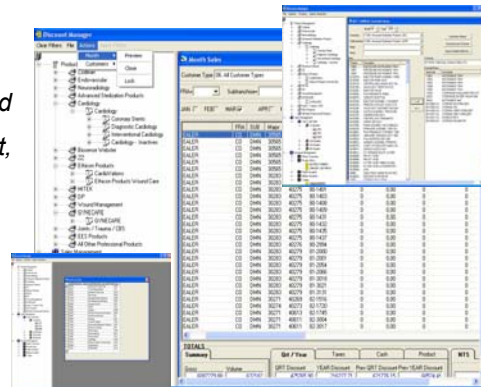
1. **Products**

- **General Discount Rules**

*Discount Policies are determined exclusively at the level of the product, independently of customer types.*

- **Special Discounts Rules**

*According to that functionality, for particular customers the discount policies of the products can be different from those applied in General Discount Rules.*



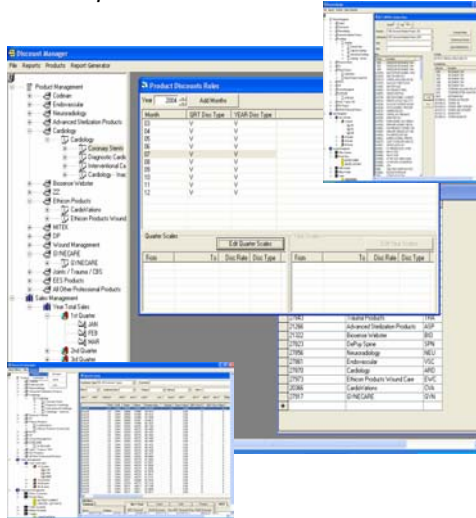
2. **Customers**

- **General Discount Rules**

*For each one of the categories that refer to customer types a discount policy can be applied for a particular product at any level of its hierarchy.*

- Special Discounts Rules

*At this level, within a particular category of customer type a subgroup of customers is selected and a discount policy is applied on them in relation to products.*



- Special Cash Discounts

*The system enables the analysts to store information about Cash Discounts that should be paid to the customers according to their sales for a particular period.*

- Particular discount policies that are related to the customer type

*There are discount policies that can be applied to a particular customer type category.*

- The users can apply various types of actions in point of the following factors:

1. Period

- Preview month

*The user can view the results of the discount policy for a particular month as if the month is closed, in terms of accounting operations. Errors can be corrected and tests of proper discount performance can be applied.*

- Close month

*The user can accomplish the actual close of the month. However, Annual Rebates can be applied taking into consideration the specific month.*

- Lock month

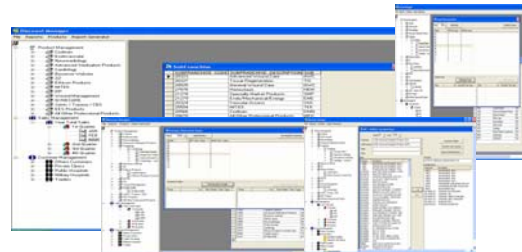
*“Lock Month” Constitutes a functionality that prevents any type of discount policy to be applied. In addition, prevents any kind of action of annual approval to be performed whenever the locked month is taken into consideration.*

2. Period & Customers

- Apply Annual Discount Approval

- Apply Cash Discount Approval

- Apply Product Discount Approval



*The activation of the above mentioned approvals assures that the various amounts of discounts are issued.*

- View Issued Annual Discounts

- View Issued Cash Discounts

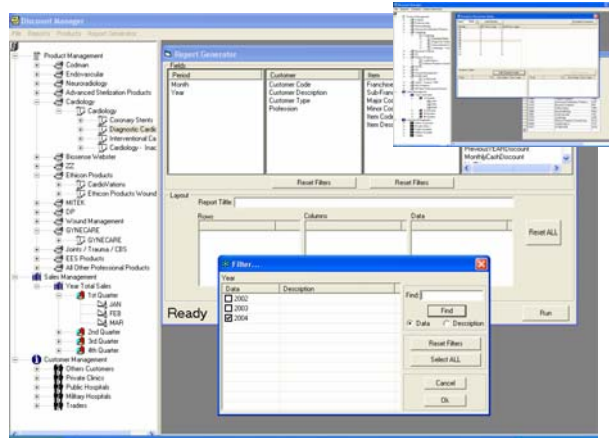
- View Product Discounts

The users can view the amounts of the discount policies that have been applied to particular customers, for particular products at any period.

- **Dynamic and Static Reports can be produced by the system**

*Static Reports* are predefined Reports with specific format, that can be produced by the system at the desired date.

*Dynamic Reports* can be created by the users interactively with the application. The user selects particular fields of information that wants to display on the reports and can also determine the location of that information on the report in terms of row, columns and actual data values.



- **Export of information displayed in system's windows.**

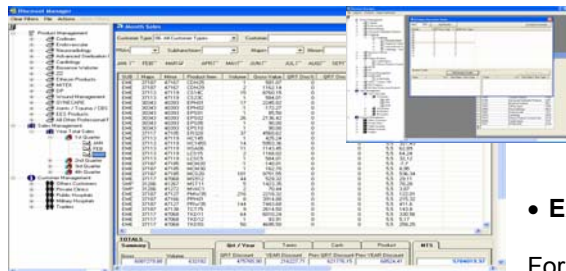
Data presented in system's various windows can be exported to Microsoft Excel.

- **Flexibility in data selection criteria**

The users can specify discount policies according to various data selection criteria, such as time, customer type, product hierarchies (Franchise, Sub-franchise, Major, Minor )

- **Complete overview of information**

For various data selection criteria such as (Period, Customer & Products) particular information can be displayed in the system's windows such as:



- Total Gross Sales
- Total Volume
- Totals of Various Discount types
- The corresponding NTS

- **Exclusions of Products or Customers**

For each type of discount are supported by Discount Manager Application, both in the level of Product or Customer.

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#### **4. ADDITIONAL CHARACTERISTICS**

- Logical Rules control the proper performance of discount policies.
- Monitoring of executed calculations
- Smart Selection filters
- Optimization of development/codification (modular)
- All coded details can be parameterized
- All information is available at any time
- Advanced Security level with User Profiles
- Communicates with other Programs (Excel)