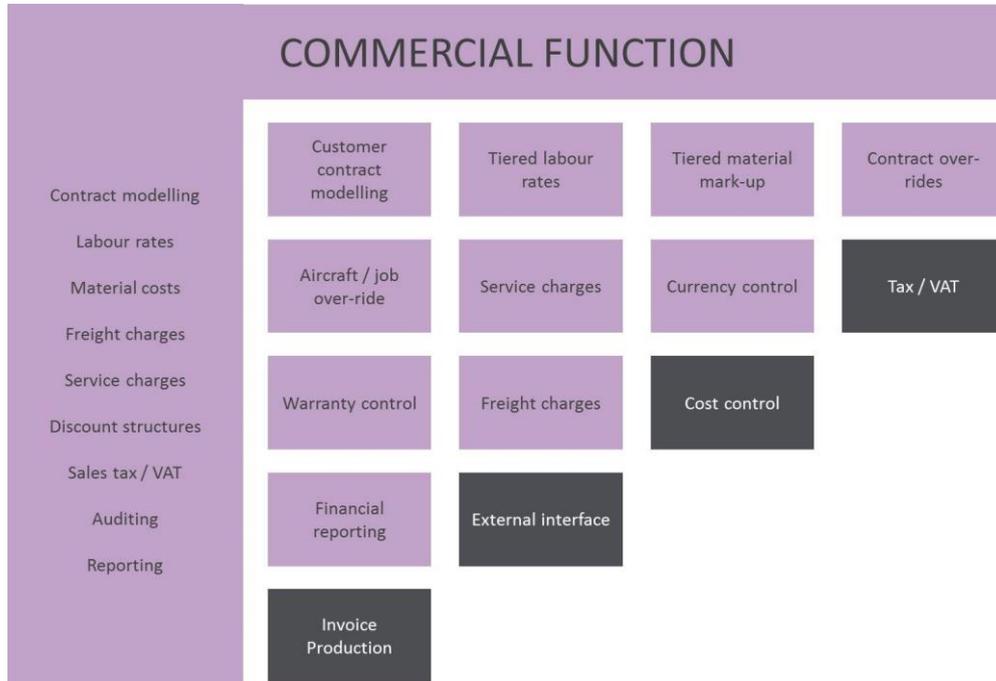




COMMERCIAL



The **COMMERCIAL MANAGEMENT MODULE** enables customers to control the commercial aspects of their third party business. It provides full control of labour and materials billing and gives visibility of these to activities within the business

CONTRACT MODELLING

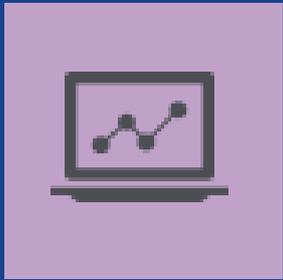
Contracts with third party organisations can be modeled in detail so as to give the organisation maximum flexibility in dealing with customers. A default contract can be set up and this will be used by the system unless it is over-riden by a customer or aircraft contract. Ad-hoc work can therefore be undertaken against the default contract. Discounts can be applied at either the contract or customer level or applied on an ad-hoc basis if required.

LABOUR CHARGES

Default labour rates can be set but they can be over-riden by a customer contract or for a particular aircraft work package. Labour rates can be tiered to take account of fixed prices for certain work and varied according to time of

day or for week-end / holiday periods. All charges can be over-riden if required and when authorised. Effective dates can be set-up for labour charges to cover work over long term contracts and time categories can be used to cover out of hours work or off base support. Labour charges can be rounded according to the company's policy in this area.





COMMERCIAL

MATERIAL

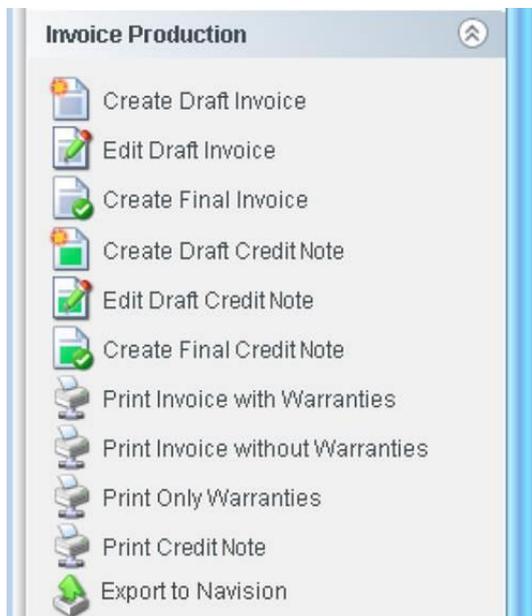
Material charges can be set for stock items or can be varied if the material is associated with a particular contract. Mark-up percentages can be varied according to the value of the materials and can also be capped if required.

FREIGHT CHARGES

Freight charges can also be handled by the system. Default minima and maxima can also be set.

SERVICE CHARGES

Service charges can be set-up with cost codes to cover routine tasks such as cleaning and servicing of aircraft if required, rather than be charged for at hourly rates.



WARRANTY & CHARGEABLE WORK

The system can differentiate between warranty and chargeable work and manage these activities alongside each other.

SALES TAX / VAT PROCESSING

The system can be set up to work with different tax regimes and has a full model for European VAT calculations built into it.

CURRENCIES

Currencies can be set at the customer level and any numbers of currencies are supported by the system making it easy to handle cross border transactions.

AUDITING

All transactions and changes in the systems are recorded in order to provide a full auditing capability.

REPORTING

The system has extensive reporting capabilities built in to allow detailed analysis of the business to be carried out. Examples of reporting include the following:

- Invoice value by customer and date range
- Invoice value by A/C type or registration
- Margin analysis
- Work in Progress (WIP)
- Accrued income
- Reconciliation of stock movements
- Accrued cost of sales
- Actual cost of sales

INVOICES / CREDIT NOTE PRODUCTION

Invoices are finalised and then issued and a record of the invoice is then held in the system. Invoices can subsequently be amended if required, but a copy of the original is retained by the system. Credit notes can also be issued by the system against a customer's account.