



Load Out Sales Manager

using the InfoPathways

Close Out & Load Out Sales Applications

Load Out Sales Manager

General

Libra Systems Generation 3 does a masterful job of capturing plant load-out data. However, businesses struggle with getting this information into their accounting systems quickly and accurately.

This is where InfoPathways Load Out Sales Manager software comes in. Our automated solution provides the ability to import ticket and sales data from the plant(s) directly into a central database, which is then used for the generation of invoices and the export of this data to your accounting system at the Invoice Level. No more time-consuming (and error-filled) re-keying of this critical data. Your data is now captured quickly and error-free!

No More Re-Keying Data
The Load Out Sales Manager will automatically draw transaction data from your Load Out system.

This brief summarizes InfoPathways' approach for integrating data flow from the Libra Systems Generation 3 plant load-out system at one or more plants to your accounting system via two special purpose applications, the Close Out Application and the Load Sales Application.

The InfoPathways Philosophy

InfoPathways' philosophy is to help organizations understand and leverage their existing technology investments, and apply new technologies where appropriate. Our goal is to help organizations define and maintain an information management system that will allow them to operate more efficiently and make better decisions. Simply put, we work with our clients to develop repeatable processes that can be easily integrated into their business operations.

Solution Environment

Our integrated solution has been applied to single-plant and multi-plant operations utilizing one or more Libra Systems Generation 3 load-out systems, both with and without the Libra Systems Enterprise Information Server (EIS). This capability allows ticket and sales data to be imported from the plant(s) into a central database for generation of invoices and export of this data to your accounting system at the Invoice Level, thereby avoiding re-keying of the data and speeding up the process. Leveraging data from the Libra Systems databases, this solution has been applied to asphalt, recycling and aggregate operations.

Proposed Solution

InfoPathways outlines the following process to accomplish the goal of automating the flow of your operation's plant transactions into your accounting system. This proposed solution has two parts, detailed below.

Close Out Application

The Close Out Application, an **end-of-shift utility** application, is run at the plant at the end of each shift. This application allows the entry of **shift notes** and for **grouping of tickets by shift**.

When this application is executed, the tickets for the current shift are tagged with shift and plant information and exported to a permanent ticket database for use in the Load Out Sales Application.

Two **shift reports** may be generated from this application, providing a quick view of the shift's accomplishments.

Shift Reports

The Close Out Application provides shift reports, including total tons of which material was acquired by each customer.

Load Out Sales Application

The Load Out Sales Application provides **invoice generation** and management, **leveraging quoted prices** and transactional data from multiple plants. Our comprehensive Load Out Sales Application provides for **managing product pricing** via **multiple quotes per customer**, along with customer billing information. Leveraging this information, this application provides for

generating customer invoices and **exporting batch files** for import into your accounting system. Billing information is consolidated, and then exported to your accounting software as an invoice record per customer. A copy of ticket details remain in the permanent ticket table. With our system, invoicing can be accomplished by leveraging the shift date rather than the ticket date, which can be critical in operations that perform a lot of night paving and sales.

Return on Your Investment

The Load Out Sales Application will dramatically improve your billing process by increasing pricing accuracy by price-matching based on Job-Specific Quotes.

The general data flow between the load out system, Close Out, Load Out Sales and the accounting system is illustrated in the following diagram. Figure 1 shows a single-plant; Figure 2 shows a multi-plant operation with the Libra Systems EIS.

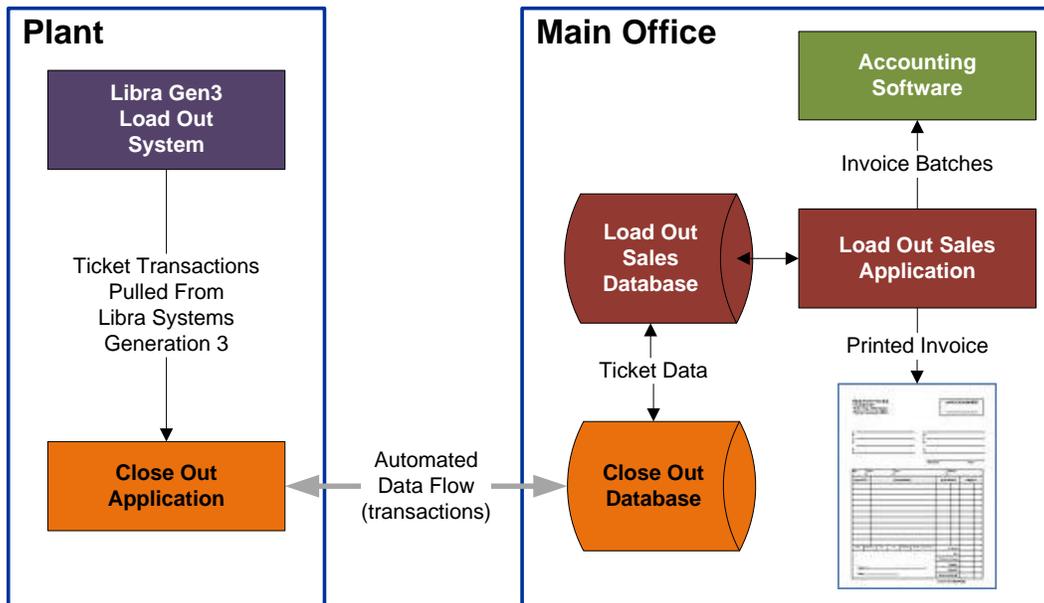


Figure 1. Data Flow with a Single Generation 3 System

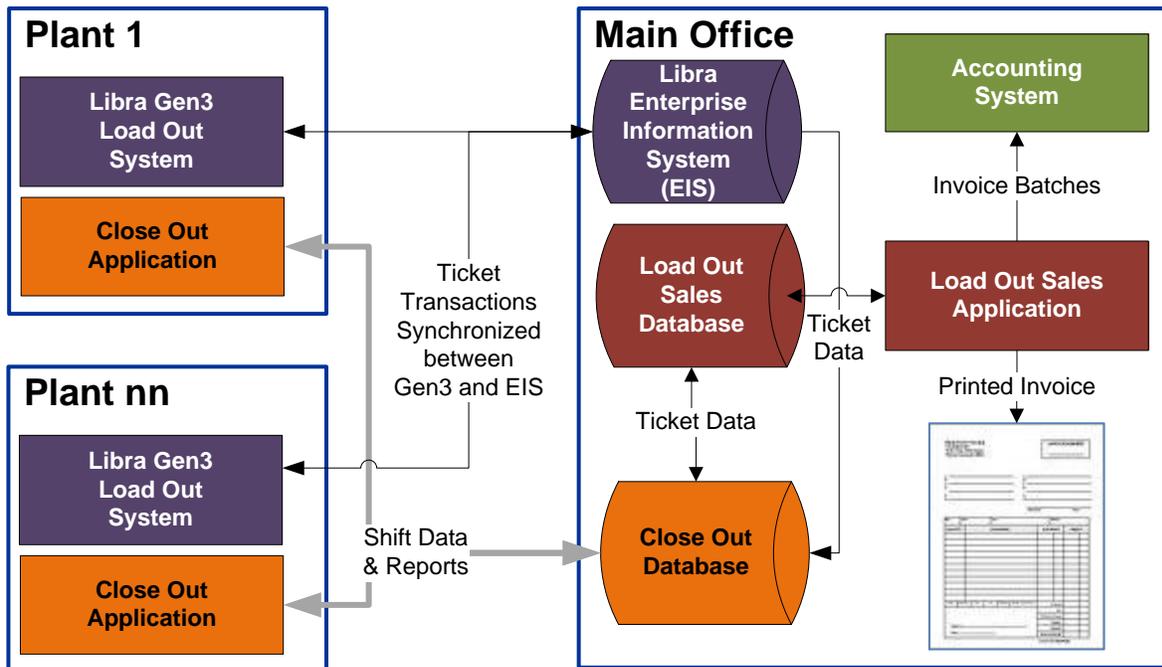


Figure 2. Data Flow with Multiple Generation 3 Systems and EIS

InfoPathways recommends the Close Out Application be located at each plant and the Load Out Sales Application be located at the main office, with high speed remote access provided between the plant(s) and main office. Both the Close Out and Load Out Sales databases shall be located on a server at the main office. This will allow for a more secure and easily monitored location for the databases.

InfoPathways typically requires that the plant computers be members of the corporate network (domain).

Libra System EIS Option

Should your operation opt for the Libra Systems Enterprise Information Server¹ (EIS), and depending on the reliability of the Internet connection to the plants, this solution can provide near real time export of data from the plant. To take it one step further, this information may be used in the future to feed the data required for the InfoPathways [Real Time Plant Monitor](#)² interface.

Summary

The Close Out and Load Out Sales capabilities were first developed in 1997 and have since been enhanced and improved, based on user feedback. This solution, once installed, will aid your personnel in managing Load Out Sales invoicing with regularity and in a timely fashion. Over the years we have built solutions to leverage existing data, to marry disparate systems and to provide more meaning to data for a variety of organizations.

With this experience, we are confident that InfoPathways can leverage much of your operation's current information technology investment to provide a comprehensive plant load-out and Load Out Sales Manager system that will improve productivity and client service. We understand the needs of plant production, and the business challenges of bringing the disparate systems used in this process together, and are looking forward to working with you on this exciting project.

Call InfoPathways today at (410) 751-9929 to learn more about how the Load Out Sales Manager will improve your processes.

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¹ Libra Systems' Enterprise Information Server (EIS) provides an enterprise level tool for collecting ticketing information across multiple plants, as well as managing consistent Customer, Job, Phase and Materials data across multiple plants. EIS provides the capability to synchronize data between the EIS database and multiple plants, bi-directionally. Find more information on this capability at <http://www.librasystems.com/enterprise.html>.

² The [Real Time Plant Monitor \(RTPM\)](#) is an intranet-based interface for monitoring production data across multiple plants, summarized by Plant, Customer and Project, automatically refreshing its own data on a regular basis. The RTPM is a product by InfoPathways.