

# **Ramco Aviation Solution**

# Version 5.7.6

**Enhancement Notification** 

Sales

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# WHAT'S NEW IN FIXED PRICING?

#### Requirement to define fixed price based on main core quantity

Reference: AHBF-11991

#### Background

In sale contract, Fixed Price can be defined only at task level irrespective of main core quantity serviced. This enhancement enables the user to define fixed price per main core unit in Sale Contract and price can be automatically quoted/ billed based on the number main core units that are serviced by multiplying main core units with the price per main core unit.

#### Change Details

- New controls 'Price Defn. for?', 'Price Multiplier', 'UOM' and 'Price For' are added in Fixed Pricing page in Manage sale contract.
- New controls 'Qty.', 'Modified Qty.', 'Qty. Ref.', 'scrap Qty.', 'FP Mat.per Unit', 'FP – Lab.per Unit', 'FP – Oth. Res. per Unit' and 'FP - Total per Unit' are added in Ref. Info. Tab in Manage Sale Quotation to display main core quantity and per unit prices defined in the contract. Existing controls are renamed to display the extended prices.
- New controls 'Qty.', 'Modified Qty.', 'Qty. Ref.', 'scrap Qty.', 'FP Mat. per Unit', 'FP – Lab. per Unit', 'FP – Oth. Res. per Unit' and 'FP - Total per Unit' are added in Reg. billing Info. Tab in Process Invoice to display main core quantity and per unit prices defined in the contract. Existing controls are renamed to display the extended prices.

#### Changes in Manage Sale Contract:

- "Price Defn. for?" is loaded with 'Cust. Main core' and 'WO Main core. If user selects Cust. Main Core, main core quantity of root work order will be considered to calculate final price. If user selects WO Main Core, main core quantity of corresponding work order in which task is added will be considered to calculate final price.
- Price Multiplier is loaded with Applicable and Not Applicable. If user selects 'Applicable' then only current enhancement of multiplication of Main Core Qty. will be available. (Exhibit – 1)

#### Changes in Manage Sale Quotation:

- Both Qty. and Modified Qty. displays number of main core quantity that is serviced/ serviceable in a work order. This enhancement also allows the user to modify the main core quantity in **Sale Quotation** and quote to the customer accordingly.
- Scrap Qty. displays the number of main core units that are scrapped during work execution. It gives the user the visibility of scrap quantity before quote to customer, so that user can modify the main core Qty. for pricing.
- 'FP Mat.per Unit', 'FP Lab. per Unit', 'FP Oth. Res. per Unit' and 'FP Total per Unit' displays per unit prices of materials, labor, other resources and total respectively as defined in contract. This enhancement also allows the user to modify the prices in Sale Quotation and quote the modified price to the customer.
- Existing controls are renamed as 'Extd. FP Mat.per Unit', 'Extd. FP Lab.per Unit', 'Extd. FP – Oth. Res. per Unit' and 'Extd. FP - Total per Unit' which displays the final extended prices by multiplying per unit prices with main core quantity. (Exhibit – 2)

#### Changes in Process Invoice:

- Both Qty. and Modified Qty. displays number of main core quantity that is serviced/ serviceable in a work order. This enhancement also allows the user to modify the main core quantity and bill the modified price to the customer.
- Scrap Qty. displays the number of main core units that are scrapped during work execution. It gives user the visibility of scrap quantity so that user can modify the main core Qty. accordingly.
- 'FP Mat.per Unit', 'FP Lab.per Unit', 'FP Oth. Res. per Unit' and 'FP Total per Unit' displays per unit prices of materials, labor, other resources and total respectively as defined in contract. This enhancement also allows the user to modify the price and bill to the customer.
- Existing controls are renamed as 'Extd. FP Mat.per Unit', 'Extd. FP Lab.per Unit', 'Extd. FP – Oth. Res. per Unit' and 'Extd. FP - Total per Unit' which displays the final extended prices by multiplying per unit prices with main core quantity. (Exhibit – 3 & 4)

## For e.g.

For a task T1 performed, the final price will be computed as follows:

Task	Price Multiplier	Price Defn. for?	Fixed Price	Root SWO Main core quantity	Child WO Main core quantity	Final Price
T1	Applicable	Cust. Main core	\$1000	1	2	\$1000
T1	Applicable	WO main core	\$1200	2	4	\$4800
T1	Not Applicable		\$500	2	1	\$500

#### Exhibit 1:

#### Manage Sale Contract

Edit Pricing and Invoicing	) Details								<u>≣</u> <i>x</i> ;	아 마	+ ?	6
lain Contract Details												
Contract # / Rev. #	ptest-001/4			Contract Type	Customer Specific			Contract S	tatus Approved			
Contract Category				Sale Type	FP			Contract	Date 01/01/2015			
Customer # 4	100006			Customer Name	Customer 8			Curr	ency CAD			
Effective from g	01/01/2015			Effective to				User S	latus			
d. & T&M Pricing Fixed Pricing	UB Pricing	UB Rev. Recog.	Mat. Pricing Cap	s Res. Pricing Caps	Ext. Ser. Caps	Inv. & Payment	T/C/D					
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Defined Work Scope	✓ WBS-001	¥	👻 WO Mai	Core 🗸 Applicable 🗸	1		1		1			
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### Exhibit 2:

#### Manage Sale Quotation

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Quote Summary		^
T & M Price - Mat. 0.00	T 8. M Price - Lab. 0.00	T & M Price - Oth. Res. 0.00
T & M Charges 0.00	T & M - Ext. Services 0.00	T & M Price - Total 0.00
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Search Filters		Fstd. Tasks
Search By	Show Qt. Approved Tasks	Get Revision Info. 2 0⊢ 2
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2 No 2.00 2.00 WO Main Core	1450.00	0.00 0.00 2900.00
3		
	New Columns are	Existing columns are
	added	renamed
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(		>

#### Exhibit 3:

#### **Process Invoice**

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Exe. Doc. Info.	🔶 Reg. Billing Info. Actuals Info	. Materials Resources E	xt. Services CO Prepayin	ent Info. Direct Rel.	Info. Addl. Charges	CO T/C/D CO M: +
g 🛄 CO-007723-2015	Release Details					
	Invoice Type Regular	Invoice Category	Final	▼ Inv. Rel. Date	09-09-2015	商
	Invoice Basis Actuals	Biling Rep. 🖇	00041383	User Status		¥
	Warranty Res.	Proj. Inv. Rel. Date	f [	Event Description		
	Rel. Remarks					
	Re-pro. Remarks					
	Current Rel. Details					
	CO = CO-00772	3-2015 E	xe. Doc. Type SWO		Exe. Doc. #	
	Billing Summary					
	T & M Price - Mat. 0.00	Та	M Price - Lab. 0.00	Τ&	M Price - Oth. Res. 0.00	
	T 8.M Charges 0.00	T & M	Ext. Services 0.00		T & M Price - Total 0.00	
	FP - Total 21181297.	69	Basic Value 21181287.69			
	Search on Pend. Rel.	Search on Cur. Rel				
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	Billing Ref. Details					
	44 4 6 -6/6					Q
	# Divisits? Qty.	Modified Qty. Qty. Ref. S	orap Qly. FP - Mat. per Unit	FP - Lab. per Unit FP -	Oth. Res. per Unit FP - To	tal per Unit Extd. FP
	6 🗊 1.00	1.00 Cust.Main Core			9765.23	



#### Exhibit 4:

#### **Process Invoice**

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	Current Ref. Details			
	CO # CO-007723-2015	Exe. Doc. Type SWO	Exe. Doc. #	
	Billing Summary			
	T & M Price - Mat. 0.00	T & M.Price - Lab. 0.00	T & M Price - Oth. Res. 0.00	
	T & M Charges 0.00	T & M - Ext. Services 0.00	T & M Price - Total 0.00	
	FP - Total 21181287.69	Sasic Value 21181287.69		
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		Marin Banala Cindiana		

### WHAT'S NEW IN RECORD WORK ESTIMATES?

# Requirement to Multiply Part & Resource requirements with Main core unit in Work Estimates

#### Background

For a task added to a Work Order, part and resource requirements defined in the Task master will be fetched in the **Edit Work Estimates** screen irrespective of the main core quantity. Currently the system does not have the ability to multiply the part and resource requirements with the main core quantity, in case the main core quantity of a work order is more than '1' and part and resource requirements are defined in Task master for one main core quantity. This enhancement allows the user to multiply part and resource requirements with main core quantity of the work order.

#### Change Details

- New Set Options has been added to Set Sales Process Parameters in Customer in the Sales Setup component. (Exhibit – 1)
  - Multiply part requirements with SWO Main core Quantity.
  - Multiply skill requirements with SWO Main core Quantity
  - Multiply other resource requirements with SWO Main core Quantity.
- Existing controls 'Std. Qty.', 'Std. Time', 'Std. Nos' in Edit Work estimates screen are renamed as 'Std. Qty. per Main Core unit', 'Std. Time per Main Core unit' and 'Std. Nos per Main Core unit'
- If "Multiply part requirements with SWO Main core Quantity" is set as 'Required', Std. Qty. per main core unit will be multiplied by main core quantity of the respective order and displayed in Est. Qty. in Part Requirements of Edit Work Estimates screen. (Exhibit – 2)
- If "Multiply Skills requirements with SWO Main core Quantity" is set as 'Required', Std. Time. per Main Core unit and Std. Nos per main core unit will be multiplied by main core quantity of the respective order and displayed in Est. Time, Reqd. Time and Est. Nos, for the Resource Type "Skill". (Exhibit – 3)
- If "Multiply other resource requirements with SWO Main core Quantity" is set as 'Required', Std. Time. per Main Core unit and Std. Nos per main core unit will be multiplied by main core quantity of the respective order and displayed in Est. Time, and Est. Nos, for the Resource Type other than "Skill".

#### Exhibit 1:

#### Set Options in Set Sales Process Parameter

	Set Sales Process Paramet	ers				围转动口个	? []
elect	Parameter Details						
	Display Parameters for	O Sales 🛛 👻					
roces	s Parameter List						
4 4	28 - 35 / 35 + ++ +	00011	大臣司又		III AI	*	Q,
	Parameter for	Process Parameter	Permitted Values	Value	Value Selected		
1	Oustomer Order – Services	Round off Factor - Rate	Specify the no. of decimals to be rounded off	2			
	E Customer	Automatic Customer # Generation	Specify "0" for "Not Allowed" and "1"	1			
1	SaleQuote	Display Estimated Cost & GP Margin in Sale Quote	Specify "0" for "Required" and "1" for "Not	0			
1	SaleQuote	Compute estimated cost in Sale Quote based on	Specify "0" for "Estimated Qty" and "1"	1			
	Work Monitoring and Control	Multiply other resource requirements with SWO Main core Quantity	Speafy "0" for "Required" and "1" for "Not	0			_
	Work Monitoring and Control	Multiply part requirements with SWO Main core Quantity	Specify "0" for "Required" and "1" for "Not	0			
	Work Monitoring and Control	Multiply skill requirements with SWO Main core Quantity	Specify "0" for "Required" and "1" for "Not	0			
	SaleQuote	Warehouse to be considered for computation of quantity available for	Specify "0" for "Matrix Warehouse" and "1"	1			
	<						>
		Set	Process Parameters				
ecore	Statistics				New set	t options are	
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		Created by		Created Da		00000	
		Last Modified by DMUSER		Last Modified Date	10/07/2015		_

#### Exhibit 1:

#### Edit Work estimates – Part Requirements

Edit Work Estimates										圖工作	5	+ ?	
		Lot #	001						Qt	y. 5.00			
		Component #							Event	# CO-007806-2015			
	* Order Execution Details												
	Repai	r Process Code	INSPECTION	v				Repair C	lassificatio	n			
	Customer Order Details												
	-	tomar Ordan #	0.007806-2015					Deda	Description	and the last			
		Customer #	400006					Promised D	elivery Dat	le le			
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>	Communication and the second												
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Display Filters													
Task # / Description				Pa	rt # / Mfr. Part #								
Search by	*		•		Part Description								
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art Requirements													
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UOM P Std. Qty. per Main Core	1963				The second second								
DUCM D Std. Qty. per Main Core	1790	.00	8950.00	8950.00	Accepted	~			~	Aways Required			

### Exhibit 1:

Edit Work E	stimates						1 x =	12 +	? 6
			Component #			Event # CO-007	806-2015		
		* 🖃 Order Execution Details							
			Repair Process Code	INSPECTION	Repair	Classification			
		Contents Date Date							
		Customer order Details							
			Customer Order #	CO-007806-2015	Orde	r Description test			
	~		Customer #	400006	Promised 0	Delivery Date			
	>								
k Summary Details	Part Requirements	Resource Requirements	Charge Details						
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	Task # (Description				Resource 2				
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source Requirem	ents								
4 1 -4/4					1 10 10 10 10 10 10 10 10 10 10 10				D
B isource # P	Std. Time per Man G	are unit	Est.Ti	me Time UOM	Std. Nos per Main Core unit	Est. Nos	Reg	d. Nos	Read.
E 10-01-0101	5.00 Hour(s)			25.00 Hours	*	1.00	5.00	0	.00
<b>D</b> +	8.00 Hour(s)				*		5.00	0	.00
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E 5	10.00 Hour(s)			Cablio		Cablic	лтспаг	lueu	

## Edit Work estimates – Resource Requirements

# WHAT'S NEW IN CUSTOMER ORDER & SALE CONTRACT?

# Requirement to 'Track the TAT of Quotation process, from estimation till quotation approval.'

Reference: AHBF-12287

#### Background

The **Manage Sale Contract** serves to capture the 'Turn-Around-time' for an Aircraft Job/ Part job. The TAT in sale contract finds itself a Tab page inside the **Manage Sale Contract** screen, to capture the time taken to complete a job internally and the time agreed upon with the customer as TAT. Cust Duration. The new feature facilitates tracking of TAT from estimation till Quote Approval to the MRO. Standard time limits for preparing Quote from estimation and Allowable Duration for Quote Approval will be agreed upon at the contract level between the MRO and the customer, thereby ascertain the Excusable Delays at the Customer Order Level. Additionally, modification to TAT customer duration also can be undertaken at the Customer Order Level.

#### **Change Details**

- The following columns have been included as part of the TAT Parts tab in Manage Sale Contract :
  - <u>Allowed Qt. App. Duration</u> serves to capture the standard allowable duration for approving the quote by the customer after release and thereby is used in computing the Excusable Delays owing to Quote Approval time taken by the customer."
  - <u>Std. Qt. Prep. Duration</u> serves to capture the standard time to be taken for preparation of Quote from estimation."
  - <u>TAT Start Ref. Date</u> will load a new value "Initial Qt. Acceptance Date."- by which the TAT will be computed after the customer gives his first acceptance to the Quote i.e. the TAT will start for that part job after initial quote approval by Customer.
- Note: "If the TAT Start Ref. Date is selected as 'Initial Qt. Acceptance Date' then the Excusable Delays owing to Quote Approval will not be computed."

#### Exhibit 1:

#### Manage Sale Contract – TAT Parts Tab:

Mana     Contract     Primary 1	TAT Start Ref Acceptance I from when th	. Date to load a new v Date." TAT computatio e customer gives first the Quote.	alue "Initial Qt. n commences acceptance to	21.     Image: State S							
46 4				YFQXE ===	C R H II AI	<b>  </b>	Q				
	Part Eff. Ref. Code	:Center # P	Start Ref. Date	TAT End Ref. Date	Shop TAT - Cust.	Shop TAT - Plan	ning				
1 🖾	TAT-001	*	Initial Qt. Acceptance Date	Customer Ack. Date	~	20					
2	TAT-002	*		Shipment Date	*	17					
3 13	E TAT-003 Customs Recept	Customer Snip Date	Shipment Date	v							
			Work Initiation Date Initial Qt. Acceptance Date Manual								
		,	Save Part T/	AT Detais							
		Confirm Contract			Cancel Contract						
Edit Pricing & Ir Edit Additional I	nvoicing Details Info.		Edit Terms of Execution Upload Documents		Edit Incoming & Outgoing Terms View Associated Doc. Attachments						

#### Exhibit 2:

Managar Sala	Manage Sale Contract – TAT Parts Tab											"Newly added columns in Manage Sale Contract t capture the Allowable duration for approving the quote by the customer and Standard time to be taken for preparation of Quote from Estimation."							
Contract Details	ntract # /Rev. # D	TATtest1		5	D Creat	Contract	() Modify Contrar				,		_		60				
Primary Info. /	Vircraft Effectivity	Part Effe	ctivity	Part Serial	Work Scope	TAT -	Arcraft TAT - Pa	irts In	cl. & Excl Task	Exd.	- Consume	ed Parts	Contract	Upload Summary					
4 4 1 -3	3/3 , ,, +	- 0	÷ T	τ.				7		2 m 2	e #	9 B	Al		Ŧ	,p			
Part Eff.	Ref. Code		Shop	TAT - Cust.	Shop TAT - Planni	ng E	Ext. Rep. TAT - Cust.	Alowe	d Qt. App. Duration	std.Qt	Prep.Dura	tion		TAT Stated In					
1 🗇 TAT-001			~	20		10								Business Days		~			
2 🔲 TAT-002			~	17		10			6.6	o <b>1</b>			4.00	Business Days		~			
3 🖾 TAT-003			*				1	10						Business Days		*			
			<													>			
							Save Part TA1	T Details											
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It Pricing & Invoicing D St Additional Info.	etais				Edit Terms o Upload Doc	f Executio ments	n -				Edit In View A	coming & Cu ssociated D	utgoing Terms oc. Attachme	nts					

> In the Manage Customer Order the following changes have been introduced :

#### TAT Commercials Tab

- Adjustment Cust. Duration This field is provided to capture the adjustment, if any, to the TAT Customer Duration which is defined at the contract level.
- The Adj. Comments For initial setup and for every modification of Adjustment Cust. Duration, the comments will be recorded at the Customer Order Level.
- > In the **Manage Order Execution** the following changes have been introduced:

#### Order Execution Details Tab

- Adjustment Cust. Duration This field is provided to capture the adjustment, if any, to the TAT Customer Duration which is defined at the contract level.
- The Adj. Comments For initial setup and for every modification of Adjustment Cust. Duration, the comments will be recorded at the Customer Order Level.
- Ex. Delay Qt. Approval (Days) Excusable Delays arising when the 'Actual time' taken by the customer is more than the 'Allowable duration' as per the contract.
- Additionally, 'Total Excusable Delays' adding Excusable Delays owing to Quote Approval and Other Excusable Delays will be displayed.
- Instantly view the 'Allowable Quote Approval Duration' and 'Actual Quote Approval Duration' which finds a place inside the pop up.
- Modification to the Adjustment –Cust. Duration will be tracked as a History in the Multiline.

#### Exhibit 3: Manage Customer Order screen showing the Adjustment - Cust. Duration and Adj.Comments Manage Customer Order - TAT & Commercials tab: fields. ★ 📄 Manage Customer Order Order # / Rev. # 👂 🧧 1 Create Order Modify Order Go Order Details Work Execution Info. TAT & Commercials Shipping Terms Billing Terms Taxes / Charges / Discount TAT Stated in Business Days TAT Duration - Cust. 25 . Duration (Days) 5.00 ^ TAT Duration - Planning 20 Adj. Comments .-test Original Contract Req. Date Start Ref. Date Work Initiation Date Start Date 10/29/2015 16:13:34 End Ref. Date Order Completion Date Promised Delivery Date 11/17/2015 ..... Planned End Date 09/04/2015 12:43:53 Penalty Notes Manually Closed TAT Revision Comments TAT info revised based on Revision Re-assignment Other Order Details Budget Ref. # Currency CAD Invoice Applicable? Yes . v -Primary Part Group Analysis Code 👂 - NTE Price -Labour Price Limit Type Material Price Ŧ Other Res. Price Total NTE Price - Pricelist Reference -Service Pricelist # 👂 TestSPL Description TestSPL Part Pricelist # Ø 400007-EM-2012-ONWING-PPL Description Air Canada ON Wing Engine-APU PPL Save TAT & Commercials

#### Exhibit 4:



## WHAT'S NEW IN SALES SETUP & SERVICE SALES MANAGEMENT?

# Ability to define child part coverage on aircraft jobs based on a residual clause.

Reference: AHBF-13692

#### Background

For an aircraft job, the child part removed from that aircraft will be covered under either the aircraft terms or part terms, if the effective clause is applicable for that part. The requirement was to cover the child part removed from the aircraft which does not have a specific coverage, and which comes as 'Adhoc' service requests to be covered under the 'Residual Clause' with a different pricing basis from that of the aircraft job. For instance, the aircraft heavy maintenance jobs might be covered under 'Fixed pricing' and the 'Adhoc' parts might be priced based on 'T & M' basis.

#### **Change Details**

The following changes have been undertaken for child part coverage:

- The existing functionality does not allow defining a part under 'Residual Clause' with coverage under 'Part Terms.' The validation has been relaxed to include 'Adhoc' parts under 'Residual Clause' to be covered under 'Part Terms' in an aircraft contract
- The change is to price such parts under 'Residual Clause' under T & M basis when the Aircraft is on a 'Fixed Pricing' basis.
- While Evaluating contracts, Effective Clause, if exists, will be considered first. If not exists, based on the Residual clause the evaluation will happen.
- Work order / Repair Order will be set up for the part covered under 'Residual Clause' and pricing will be on T & M basis.

### Exhibit 1:

Manage Sale Contract showing Effectivity Type "Residual"

Manage Sale Contract										II 14 8	4	+ '	5 [9	
Contract # / Rev. # Primary Info. Aircraft Effectivit	ρ ChidTest γ Part Effectivity	1 Part Séral	Create C Work Scope	iontract 🔘 Moo	áfy Contract TAT - Parts	Incl. & Ex	cl Task Excl.	- Cons	umed Parts Contract	Upload Summary	Go			
н н 1 -1/1 р рр	+ + 0 0	T.T.				人主日	X 2 0 ×	e	14 (II) at	×			Q	
# 🗇 Part Eff. Code	Applicability	s Grou	Q # Q	Customer G	oup Desc.		Eff. Type		Coverage - A/C Contract			Ref. Arc	raft Effe	
Pe-001	Spedfic						Residual Effective Exclude Residual	•	Included - Part Terms		* *	AC-001		
dt Approved Repair Suppler List	View Part Grou	*		San View Aircraft Grou	ve Part Effectivit	y							,	
	Confirm (	Contract							Cancel Contract	t i				

# WHAT'S NEW IN FLIGHT CONTRACT?

#### **Enhancements in Manage Flight Contract**

Reference: AHBF-11050

#### Background

Flight Charter service providers often bill their customers on weekly or bi-weekly basis. In such a scenario, flight contracts must have the capability to define Billing Heads as 'As Required' in order to invoice customer as and when it is required.

#### **Change Details**

With this enhancement, the user can define Billing Heads of Customer-specific flight contracts with Inv. Milestone as 'As Required' under following conditions:

Invoicing Element	Charge for	Charge Type	"As Required" Allowed?
Fixed Charges		Std. Rate	No
Fixed Charges		Fixed Amount	Yes
Operating Charges	Usage	Std. Rate	Yes
Operating Charges	Fuel	Expense Charge Back	Yes
Operating Charges	Fuel	Std. Rate - Consumption	Yes
Operating Charges	Fuel	Std. Rate - Usage	Yes
Operating Charges	Crew	Std. Rate	Yes
Operating Charges	Activity	Std. Rate	Yes
Operating Charges	No Flight	Std. Rate	Yes
Operating Charges	Others	Expense Charge Back	Yes
Operating Charges	Others	Std. Rate	Yes
Crew Charges		Std. Rate	Yes
Crew Charges		Fixed Amount	Yes
Other Charges		Std. Rate	Yes
Other Charges		Fixed Amount	Yes

Now 'Inv. Milestone' of Customer-specific contracts can be defined as 'As Required' even for Billing Heads with Charge Type 'Fixed Amount', such as Fixed Charges, Crew Charges and Other Charges. Further, Inv. Milestone as 'As Required' is allowed for Operating Charges. Subsequently, those Billing Heads which are marked as 'As Required' will be commonly available for flight billing as and when the Flight Charter service providers wish to bill their customers.

#### Exhibit 1:

Now Inv. Milestone can be defined as "As Required" for Billing Heads with Charge Type "Fixed Amount".

Contract P	tain Details												-			
	Coreract #/	Rev. # QA	TEST-CONT-01/0			Contract Type	Customer :	Specific		Status A	pproved					
	Ques	er Type Reg	pular			Blecke from	01/07/201	5		Effective to						
arametar	Inv. Basis	Inv. Rates	t Ukape Rates	- Sab Based	Grew Garges In	on fileble Elementa	T/0/0	Bilito Gustomer								
4 3	-4/4 + H	+ = 0						人物日本	図 10 12 年 18 18	E AL		P				
17	Billing Head	_	Inv. Element	Charge for	Inv. Miestone	PayTerm,P	Status	Remarks	Charge 7,pe	Line	Aphe Ope. Type	Arristy				
0	Conveyance	÷	Oew Ourges		Par Required IN	N030 0000_00.0	Active	~	Scd. Rate	No. of times of						
13	Flight Hour Charges	~	Operating	Lkage	As Required	<ul> <li>NE30 D000_00.0</li> </ul>	Active	*	Std. Rate	Per Fight Hour						
0	Mobilization Fee	*	Fixed Charges		As Required	- NE30 D000_00.0	Active	*	Fixed Amount	One Time						
0	Pice	*	Operating	Cew	As Required	<ul> <li>N0300000_00.0</li> </ul>	Active	*	Std. Rate	Dave						
-13		*				*	Active	*								
	¢					Sava In	nv. Besk					>				
			9	unfirm						Cancel						
Main 146. Record Ser	tistics						Edit Additi	onal Info.								
			Quantity i	OMUSER					O earte d Date	01/06/2015						
			I said the distant in a	Case (100)					I not the diam'r farr	a de las faites						

# WHAT'S NEW IN MANAGE SALE CONTRACT?

#### Ability to copy the Sale Contract

Reference: AHBF-12244

#### Background

Creation of **Sale Contract** requires various mandatory and non-mandatory information to be filled in multiple tab pages, some of which might be common across contracts. When a new contract is created, all such common information should be provided by the user again, which might be time consuming. Therefore, the requirement to Copy Contract information from an already existing Sale Contract was required so that only few attributes needs to be entered/ modified afresh.

The enhancement provides ability to copy 'Customer Specific' or a 'General' contract. Time taken to create a new Sale Contract will be drastically reduced using copy functionality.

#### **Change Details**

- Introduction of new section 'Copy from' with controls 'Contract #/ Rev. #' & a 'Copy' button in Manage Sales Contract screen's Primary Info. Refer Exhibit 1
- Exceptions : 'Part Serial tab', 'Billing terms' & 'Shipping terms' in Edit incoming & outgoing terms, these information will not be copied while copying a contract
- While copying a customer specific contract 'Customer Information Section' will not be copied and information such as 'Customer #' and 'Cust. Contract # / Rev. #' is to be provided mandatorily by the user. *Refer Exhibit 2*
- On click of Copy button in 'Copy From' Section the details of the contract is to be copied in their respective tabs based on the reference 'Contract #/ Rev. #' provided in Copy from section taking into consideration the exceptions. *Refer Exhibit 3*
- Exclusive information such as 'Aircraft Reg. #', 'Aircraft MSN' & 'Rmv. From A/C Reg. #', 'Rmv. From A/C MSN' etc will not be copied in their respective tabs
- > Contract will be saved in 'draft' after copying.
- > Exceptions of mandatory nature will be shown in 'Contract upload summary' tab.
  - Refer Exhibit 5

### Exhibit 1:

★ 📄 Manage Sale Contract				= x		+ '	? 🗔	к	æ
Contract Details									-
Contract # / Rev. # 👂	Oreate Contract Modify Contract				Go				
Primary Info. Aircraft Effectivity Part Effectivity Part Serial	Work Scope TAT - Aircraft TAT - Parts	Incl. & Excl Task	Excl Consumed Parts Contract Uploa	d Summary					
Contract Date	Contract Start Date	<b></b>	Contract End Date					~	
Effective from	Effective to	iii	Revision Comments					~	
Contract Stage Firm 💌	User Status	V	Cust. Service Rep. 👂						
Sale Type 🔻	Contract Category	•	Currency	CAD			•		
Engagement Type 🔍 🔻	Controlling Unit 👂		Analysis Code 👂						
Contract Coverage			Remarks						
Customer Information					_			-1	
Customer # 👂	Customer Name	'Co	py From' existing Sale co	ntract					
Email	Phone	opt	tion is provided in Manage	e Sale					
Cust. Contract Rev. Date		Revisio	Contract screen						
Contract # / Rev. # P	Сору								
+ Revision Details		_						-1	
	Save Contract Main I	Info.						~	
Confirm Contract			Cancel Contract						
Edit Pricing & Invoicing Details	Edit Terms of Execution		Edit Incoming & Outgoing Terms						
Edit Additional Info.	Upload Documents		View Associated Doc. Attachments						

#### Addition of new section 'Copy From' Manage Sales Contract

#### Exhibit 2:

Mandatory fields to be provided for copying a contract (Customer Specific)

Manage Sale Contract		Mandatory field			
- Contract Details					
Contract # / Rev. # P		Create Contrac	t 🔘 Modify Contract	Go	
Primary Info. Aircraft Effectivity	Part Effectivity Part Serial	Work Scope TAT - Aircraft TA	T - Parts Incl. & Excl Task	Excl Consumed Parts	atom, field
Contract Information					
Contract Type	Customer Specific 🔹	Obj. Ef	f. Parts		
Contract Date	<b>iii</b>	Contract Start Da	e 🗎	Contract End Date	
Effective from		Effective	to	Revision Comments	
Contract Stage	Firm	User Stati	IS 🗸	Cust. Service Rep. 👂 🕻	00000736
Sale Type	<b>•</b>	Contract Catego	y 🖉	Currency C	CAD 💌
Engagement Type	<b>•</b>	Controlling Unit ,	ρ	Analysis Code 👂	
andatory field	400006	Customer Nan	e	Contact Person	
Email		Phor	le	Cust. Contract # / Rev. #	Test
Cust. Contract Rev. Date	Ē		Revision Notes	/	
Copy From Contract # / Rev.	# P		Сору	Mandatory fi	eld
	Confirm Contract			Cancel Contract	
Edit Pricing & Invoicing Details Edit Additional Info.		Edit Terms of Execution Upload Documents		Edit Incoming & Outgoing Terms View Associated Doc. Attachments	
Record Statistics					

#### Exhibit 3:

How to Copy a contract

Manage Sale Contract					티 겨 를 다	€ 2	[ø]
Contract Details							
Contract # / Rev. # P		Create Contract	Modify Contract	Go			
Primary Info. Aircraft Effectivity	Part Effectivity Part Serial	Work Scope TAT - Aircraft TAT	- Parts Incl. & Excl Task	Excl Consumed Parts Contract Upload	I Summary		
Contract Information							-
Contract Type	Customer Specific 🛛 🔻	Obj. Eff.	Parts 🔻	Status			ĺ
Contract Date		Contract Start Date	1	Contract End Date		Ē	
Effective from		Effective to	í í	Revision Comments			
Contract Stage	Firm 💌	User Status		Cust. Service Rep. 👂	00000736		
Sale Type	▼	Contract Category		Currency	CAD	•	
Engagement Type	▼	Controlling Unit 🗜		Analysis Code 👂			
	Contract Coverage			C Remarks			
- Customer Information							
Customer # 👂	400006	Customer Name		Contact Person			
Email		Phone		Cust. Contract # / Rev. #	Test		
Cust. Contract Rev. Date	<b></b>		Revision Notes				
Copy From							
ntract no. Contract #/Rev.	# 🔎 4000007EMCF348n10	0 0	opy 🦰 On c	lick of copy button the refe	erence		
ded				contract will get copied			
	Confirm Contract			cancercontract			
Edit Pricing & Invoicing Details		Edit Terms of Execution		Edit Incomina & Outaoina Terms			
Edit Additional Info.		Upload Documents		View Associated Doc. Attachments			
							_

### Exhibit 4:

Success message on copying a contract

Manage Sale Contract										≣ <i>≍</i> ;	● 5	t 🔶	? 🗟	к
- Contract Details														_
Contract # / Rev. # 👂	Testshub3	0	۲	Create Contract	Modif	fy Contract		G	0					
Primary Info. Aircraft Effectivity	Part Effectivity	Part Serial	Work Scope TAT -	Aircraft TAT	- Parts	Incl. & Excl Task	Excl Consur	med Parts	Contract Upload	d Summary				
Contract Information														
Contract Turns	Customer Specific			Ok Eff	Darte				Chabus				· · · · ·	
Contract Type		Verb		Obj. Ell.				-	Status	Draft		timis.		
Contract Date	10/01/2006	:::	Cont	ract Start Date	01/01/20	11		Con	tract End Date	12/31/2020				
Effective from	11/12/2011			Effective to	11/13/20	11 💼		Re	vision Comments					
Contract Stage	Firm		on Message	Uses Clarkes					Service Rep. 👂	00000736				
Sale Type	T&M	in the second seco	unnessage					^	Currency	USD		•		
Engagement Type	On Request	•						-	ysis Code 👂					
	Contract C	Contract	: "Testshub3" has been copied	d successfully.				Close	Remarks	AC CF34-8 & -	10 Engine	Repair 🗘		
- Customer Information					_									
	-				•				-					
Customer # D	400006			<b>`</b>	_		1		ontact Person					
Email				Phone				Cust. Cor	ntract # / Rev. #	lest				
Cust. Contract Rev. Date			/			Revision Notes							<u></u>	
+ Copy From			/											
+ Revision Details			Contract	hacheen	oonly	ad augaaaafu	dha							~
			Contract	nas been	i cohie	ed successin	iliy							
	Confirm C	optract						Cancel	Contract					
	Committee	Unitiact						CallCel	Contract					
Edit Pricing & Invoicing Details			Edit Terms of Execution				Edit In	coming & Outgo	ing Terms					
Edit Additional Info.			Upload Documents				View A	Associated Doc.	Attachments					
Decourd Statistics														~

#### Exhibit 5:

Contract upload summary showing exceptions

Manage Sale Contract					= 겨 좀 다	+?⊡	к
Contract Details							~
Contract # / Rev. # D Testshub3 0	Create	Contract 🔘 M	lodify Contract	Go			
Primary Info. Aircraft Effectivity Part Effectivity Part Serial	Work Scope TAT - Aircraft	TAT - Parts	Incl. & Excl Task	Excl Consumed Parts Contract Upload	Summary		
- Display Option							
Mandatory?	-	Specified?		Get			
				3 3 2 首 早 1 II AI	•	Q	
- Sale Type Eff. Type Eff. Code	keq. Info. Group	mandatory	speanear			_	
1 🗖 T & M Primary Info	Shipping Terms	Yes	No				
2 🗉 T & M Primary Info	Billing Terms	Yes	No				
	•						
	$\overline{}$						
	Contract unlos	d Cumm	on will chow				
	mandatory inform	ation on s	saving it contr	ract			
	status will b	e change	e to 'Fresh'				
Confirm Contract				Cancel Contract			
Edit Pricipa & Invoicing Details	Edit Terms of Execution			Edit Incomina & Outrasina Terms			-
Edit Additional Info.	Upload Documents			View Associated Doc. Attachments			
+ Record Statistics							~

# WHAT'S NEW IN CUSTOMER?

#### Enhanced Customer Information visibility across User Interfaces

Reference: AHBF-14653, AHBF-11368

#### Background

This enhancement enables user to view customer profile from various business components of Ramco Aviation. The trading partner (customer) is widely used in various screens in the Ramco Aviation application. Hence, a facility to view customer Information from relevant screens was desired by users.

#### **Change Details**

The **View Customer Record** link has been enabled in the following screens across business components to enable various roles to access customer information as and when felt necessary. This feature provides direct access to customer information avoiding unnecessary traversal across the product. Exhibits 1, 2 &3 depicts some sample screens where the link to customer information has been provided.

<b>Business Component</b>	Business Activity	Screen
Shop Work Order	Plan Work Order	Plan Work Order
Shop Work Order	Record Shop Execution Details	Record Shop Execution Details
Shop Work Order	Manage Intershop Routing	Manage Intershop Routing
Shop Work Order	Review Part Readiness Log	Review Part Readiness Log
Shop Work Order	Review Work Execution	View Workorder Details
Shop Work Order	Manage Teardown Information	Manage Teardown Information
	Record Part Consumption &	
Shop Work Order	Return	<b>Record Part Consumption &amp; Return</b>
Shop Work Order	Issue Certificates of Maintenance	Issue Certificates
Work Monitoring and		Record Work Hold
Control	Record Work Hold	
Sales Quotation	Approve Sale Quote	Approve Sale Quotation
Goods Inward	Manage Quarantined Parts	Manage Quarantined Parts
Stock Maintenance	Inquire Stock Availability	Inquire Stock Availability
Material Request	Create Material Request	Create Material Request
Material Request	Edit Material Request	Select Material Request
Material Request	Edit Material Request	Edit Material Request
Material Request	Authorize Material Request	Select Material Request
Material Request	Authorize Material Request	Authorize Material Request
Material Request	Short Close Material Request	Short Close Material Request
Material Request	Selective Short Close	Selective Short Close

<b>Business Component</b>	Business Activity	Screen
Material Request	View Material Request	Select Material Request
Material Request	View Material Request	View Material Request
Stock Issue	Record Direct Shipping Note	Record Shipping Note
Stock Issue	Record Shipping Note	Record Shipping Note
Stock Issue	Edit/Confirm Shipping Note	Record Shipping Note
Stock Issue	View Shipping Note	View Shipping Note
Stock Return	Edit Return	Edit Material Return
Stock Return	Confirm Return	Confirm Return
Stock Receipt	Record Stock Transfer Receipt	Record Stock Transfer Receipt
Stock Receipt	Edit Stock Transfer Receipt	Edit Stock Transfer Receipt
Stock Receipt	View Stock Transfer Receipt	View Stock Transfer Receipt
Stock Receipt	Confirm Stock Transfer Receipt	Confirm Stock Transfer Receipt
Customer Service	Manage Direct Pre-payment	
Invoice	Invoice	Manage Invoice
Customer Invoice	Create Direct Invoice	Create Invoice
Customer Invoice	Edit Direct Invoice	Select Invoice
Customer Invoice	Edit Direct Invoice	Edit Invoice
Customer Invoice	Create Packslip Invoice	Select Packslip
Customer Invoice	Create Packslip Invoice	Create Invoice
Customer Invoice	Edit Packslip Invoice	Select Invoice
Customer Invoice	Edit Packslip Invoice	Edit Invoice
Customer Invoice	Create Miscellaneous Invoice	Create Invoice
Customer Invoice	Edit Miscellaneous Invoice	Select Invoice
Customer Invoice	Edit Miscellaneous Invoice	Edit Invoice
Customer Invoice	Authorize Invoice	Select Invoice
Customer Invoice	Authorize Invoice	Authorize Invoice (Direct Invoice)
Customer Invoice	Authorize Invoice	Authorize Invoice (Packslip Invoice)
		Authorize Invoice (Miscellaneous
Customer Invoice	Authorize Invoice	Invoice)
Customor Invoice	Authoriza Invoice	Authorize Invoice (Ref.Doc. based
Customer Invoice		
Customer Invoice	Hold/Release Invoice	Select Invoice
Customer Invoice	Hold/Release Invoice	
Customer Invoice	Reverse Invoice	
Customer Invoice	Reverse Invoice	Reverse Invoice
Customer Invoice		
Customer Invoice		
Customer Receipt	Create Receipt	Create Receipt
Customer Receipt	Edit Receipt	Select Receipt
Customer Receipt	Edit Receipt	Edit Receipt
Customer Receipt	View Receipt	Select Receipt

<b>Business Component</b>	Business Activity	Screen
Customer Receipt	View Receipt	View Receipt
Customer Receipt	Authorize Receipt	Select Receipt
Customer Receipt	Authorize Receipt	Authorize Receipt
Customer Receipt	Hold/Release Receipt	Select Receipt
Customer Receipt	Hold/Release Receipt	Hold/Release Receipt
Customer Receipt	Reverse Receipt	Select Receipt
Customer Receipt	Reverse Receipt	Reverse Receipt
Customer Portal	View Balance	View Balance Information

Exhibit 1: Enhanced Edit Invoice screen to view Customer Information

Edit Invoice						
Invoice Information						
1	Invoice # AB000001				Status Fresh	
Invoi Rayment Information	ice Date 11/09/2015	<b></b>	Finance Book ABC 💌	Customer		
Bill To Custon	1er # \$ 400004		Bill To Customer Name Customer 7	Name is		
Ship To Cust	tomer # 400004 👻		Ship To Customer Name Customer 7	linkod to	Ship To Id Bill to 🔻	
	Sale Type AIN 🔻		Cash #	linkeu to		
	Currency USD 🔻		Exchange Rate 0.66667000	View	Receipt Type CREDIT 🔻	
Pay	Term & N030D000_00.0		Anchor Date 11/09/2015	Customer	Receipt Method Regular 👻	
Total Invoice	e Amount 10.00		Freight Amount	Pocorde	Price list # 👂	
c	omments		Draft 🕅	Recolus	Auto Adjust No 💌	
<ul> <li>I -1/1 ▶</li> <li>Une #</li> </ul>		© T T₂ Part#₽	Part Variant #	UOM P	Quantity	Unit Price
<ul> <li>↓ 1 -1/1 →</li> <li>Une #</li> <li>1</li> </ul>	→     +     -     CP     ✓     CP       Part Type     Consumable     Component     Component	Φ         Υ         Τ.           Part # ρ            ✓         0-001-368-016:35895	Part Variant # ASD	UOH P EA	Quantity 1.0	Unit Price
4 4 1 -1/1 ► 5 Line # 1 6 Line # 1 6 Line #	↦     +     −     □     ↓     ∅       Part Type     Consumable     Consumable       Component	<ul> <li>▼ T,</li> <li>Part # P</li> <li>&gt; 0.001-368-016:35895</li> <li>×</li> </ul>	Part Variant # ASD	UON (2) EA	Quantity 1.0	Unit Price
44         1         -1/1         )           7         0         Line #         1           1         1         1         1           6et         Item Details         1	Image: https://www.amage.org/amag	Q         T         T.           Part # ρ              0.001-368-016:35895               Comput	Part Variant # ASD	UON (2) EA	Quantity 1.0	Unit Price
44         1         -1/1         >           5         Lne #         .         .           6         .         .         .           6         .         .         .           6         .         .         .           6         .         .         .           6         .         .         .           6         .         .         .           6         .         .         .           6         .         .         .           6         .         .         .	m     +     -     10     4/     0       Part Type     Component     -     -     -     0	Q         T           Part # β           0         0-001-368-016:35895           V	Part Variant # ASD e Edit and Authorize Invoice	UON <i>P</i> EA	Quantity Delete Invoic	Unit Price
44         1         -1/1         +           5         Une #         -         -           6         -         1         -           6         -         1         -           6         -         1         -           6         -         1         -           6         -         1         -           7         -         -         1         -           6         -         -         1         -           6         -         -         1         -           6         -         -         -         -           6         -         -         -         -           7         -         -         -         -         -	Image: https://www.amage.org/amag	Q         T           Part # β           >         0-001-368-0156:35895            Comput	Part Variant # ASD Edit and Authorize Invoice	Pay Schedule	Quantity Delete Invoic	Unit Price
44         1         -1/1         +           5         Une #         -         -           6         -         1         -           6         -         1         -           6         -         1         -           6         -         1         -           6         -         1         -           6         -         -         1           7         -         -         1           8         -         -         1           6         -         -         1           7         -         -         1         -           6         -         -         1         -           6         -         -         -         -           6         -         -         -         -           6         -         -         -         -           7         -         -         -         -           6         -         -         -         -           6         -         -         -         -           6         -         -         -	Image: https://www.amage.org/amag	Q         T           Part # β           >         0-001-368-016:35895               Comput	Part Variant # ASD e Edit and Authorize Invoice	Pay Schedule	Quantity Delete Invoic	Unit Price
44         1         -1/1         >           5         Line #	Part Type Part Type Component Component	Q         T           Part # β         φ           • 0-01-368-016:33895         •           Comput         Allocation De Attach Notes           Allocation De Attach Notes         Accounting In	Part Variant # ASD e Edit and Authorize Invoice	Pay Schedule Shipping Details	Quantity I.C Delete Invoic	Unit Price
44     4     1     -1/1       5     Une #     1       6     1       6     Edit Inv       C(p)     Edit Inv       ccpl     Edit Inv       voice Summary     voice Summary	Image: state	Q T T. Part # β 0-001-368-016:35895 Comput Allocation De Attach Notes Accounting In DMUSER	e Edit and Authorize Invoice	Pay Schedule  Created Data	e 11/09/2015	Unit Price
44         1         -1/1         >           7         L/ne #         -         -           8         L/ne #         -         -           9         Edx m         1         -           1         Edx m         Edx m         -           9         Serial No. Details         -         -           9         Serial No. Details         -         -	Part Type Consumable Component Voice	Part # P     O	Part Variant # ASD e Edit and Authorize Invoice	Pay Schedule  Pay Schedule  Created Data  Cr	ali      Ali     Quantity     Quantity     1.0     Delete Invoic     aligned     alig	Unit Price

**Exhibit 2**: Enhanced View Stock Transfer Receipt screen to view Customer or Supplier Information

View Stock Transfer     Stock Transfer Receipt Informa      Trading Partner Information     Reference Document Details     Part Information     Receipt Details     Other Details     Attachments	Receipt Iton Transfer Receipt # ASR-000178-2012 Receipt Category Receipt Date 10/09/2012 Trading Partner Type CLISTOMER Trading Partner # 400007	Trading Partner will redirect to either 'View Customer Records' or 'View Supplier Details' based on Trading Partner Type	(( ( 1 2 3 4 5 ) )) 3 /500 III 24 III ( ( 1 2 3 4 5 ) )       Status       Confirmed       User Status       Costing Usage   Trading Partner Name Customer 9	
Upload Documents View Hazmat Compliance Generate Part Barcode Label		View Storage Details Generate MMD Report	Vew References Vew Associated Doc. Attachments	
Record Statistics	Created by DMUSER Last Modified by DMUSER		Recorded Date 10/09/2012 Last Modified Date 10/09/2012	

**Exhibit 3**: Enhanced Confirm Stock Transfer Receipt screen to view Customer or Supplier Information

. c.		h Critoria								Da	ite Format mm/	dd/yyyy	
	care	il criteria		Transfer Rec	eipt #			Stock	Transfer #				
	Issue #				sue #			Receipt Wa	rehouse #				
Receipt Category					egory 🗸			ι	Iser Status	-			
Part #				F	Part #				Part Type		T		
	Trading Partner Type			Type			Trading	Partner #					
							Search						
-) s	earc	h Results –											
••	4	1 - 4 / 4	• •	T Tx					· ·	All		Ŧ	
ŧ	E	Transfer	Receipt #	Stock Transfer #	Issue #	Receipt Category	Trading Partner Type	Trading Partner #	Trading Parts	wither Name User Status		Receipt Date	
	E	SRC-0008	862-2014	ST-000847-2014	STI-002306-2014		CUSTOMER	400944	Customer 67	7		09/01/2014	
2	E	SRC-0008	868-2015	AST-000002-2011	STI-000002-2011		CUSTOMER	400944	Customer 67	7		03/24/2015	
3	E	SRC-0008	877-2015	ST-000958-2015	STI-002423-2015		CUSTOMER	400420	Customer 31	1		09/22/2015	
•	E	SRC-0008	879-2015	ST-000017-2012	STI-000018-2012							10/07/2015	
		<				View Suppl Customer R based on Tr	ier Details' and ' Records' can be l rading Partner Ty	View aunched ype					3
					Confirm Stock T	ransfer Receipt	/	Cancel Stock Tra	nsfer Receipt				

# ramco

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