QAD Teamwork 2014

M2M Advanced Costing Modules

M2M, Slovenia

- Jože Novinšek, CEO
- Rok Basle, SFC

Agenda

- About M2M
- **A**dvanced **C**osting **M**odules – M2M ACM
  - Material Costing
  - Product Costing
- Discussion

About M2M

- QAD's Channel Partner for
  - Slovenia, Croatia, Serbia, Bosnia and Herzegovina, Monte Negro
  - ACM customers in Slovenia, Croatia, Italy, Lithuania
- QAD's Solution Partner
  - Solutions > Enterprise Financials > M2M-Advanced Costing (ACM)
  - QAD Store > Partner Products > M2M Advanced Costing Modul

The Value of ACM

- Exact costing information – without variations.
- Saves time. ACM is an automated system which does not require additional effort.
- Uses the information already in the ERP system to give answers:
  - What is the exact purchase value of materials?
  - What is the exact consumption value of materials?
  - What is the exact inventory value of materials?
  - What is the exact cost structure of my products?
    - What is the difference between the exact costs of product and planned costs?
    - What happened after I changed the material (technology) for this product?
    - What is the cost of products produced from different batches of material?
    - What is the cost of products produced on different shifts?
    - What is the exact profit of product? Within period? At this customer? At this shipment?
  - What is the profit after I add the sales costs? And much more.
- Allows maximum tailoring of the program behavior by setting the control parameters - without programming.
- The default setups are available to load them and start using the system immediately.

If only one thing should be pointed out among all – it is:

NO VARIATIONS !

Exact costs – all the way from purchasing to sales!

All Costs

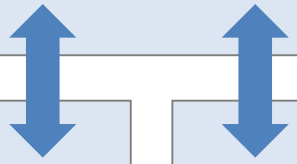
Cost of Management								
Cost of Financing								
Cost of Development								
Purchasing	**Material Inventory**	**Material Consumption**	**Production**				**Finished Goods Inventory / Services**	**Sales**	
			Assets	**Work**	**Cooperation**	**Any…**			
Purchase Value: **Invoiced** + **Landed**	Mat. Inventory Value = Purchase Value - Material Consumption	FIFO Cost	Cost of Depreciation	Cost of Labor	Cost of Cooperation	Cost of Services	Cost Of Goods Produced / Cost Of Services Produced	Cost Of Goods Sold / Cost Of Services Sold	Price Of Goods Sold / Price Of Services Sold
		WA Cost							
		RA Cost							
		Actual Cost							

Costing Methods in ACM

- FIFO
- WAVG
- RAVG
- Actual Costing
  - Smart sort is available for AVG methods to solve the problem of negative inventories when using "retroactive" backflush.
- LIFO – possible, but disabled by default

Works on SE & EE

- Material Costing Module
- Product Costing Module
- Common modules:
  - Setup
  - Sales Analysis
  - GL posting



SE

All versions of ACM.

EE

From ACM V 3.0 on.

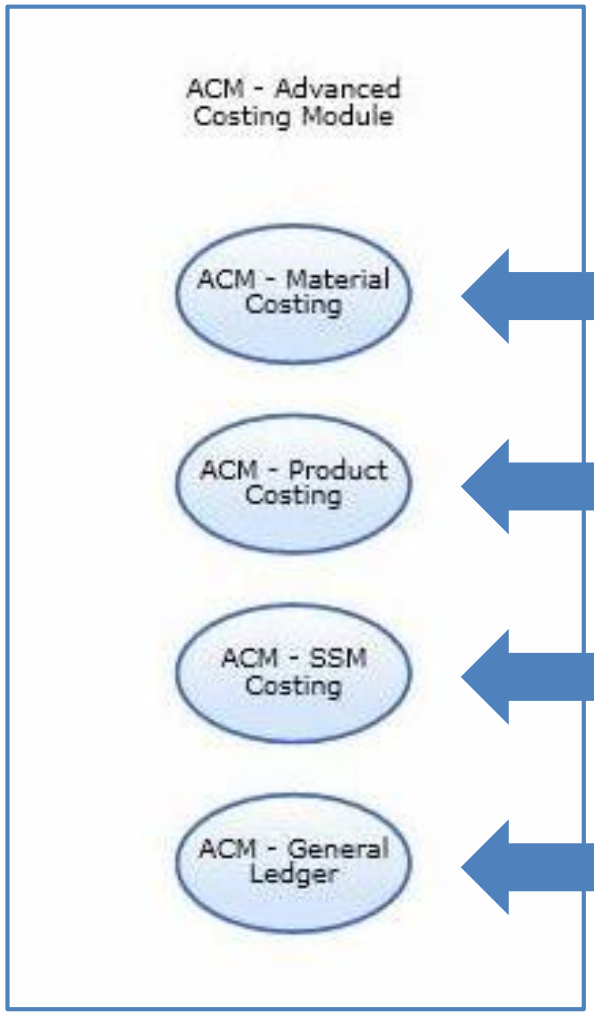
Features

- Looks and feels as a native part of QAD EA.
- Easily portable to all QAD EA versions.
- Country or other specific setup without programming.
- Multilingual.
- Runs on Progress and Oracle

The Product Structure

- Setup:
  - Customization without programming, for any business and law environment.
  - Self documented – the "Rule Book Report" clearly explains the rules of transaction processing and accounting.
  - Default setups are available.
- Execution:
  - Material Costing execution
  - Product Costing execution
  - Reports
  - GL posting
- Product Documentation
- Services:
  - Implementation
  - Training
  - Support

Modules



Material Costing

Product Costing

SSM Costing

- Not "off the shelf" – Services needed

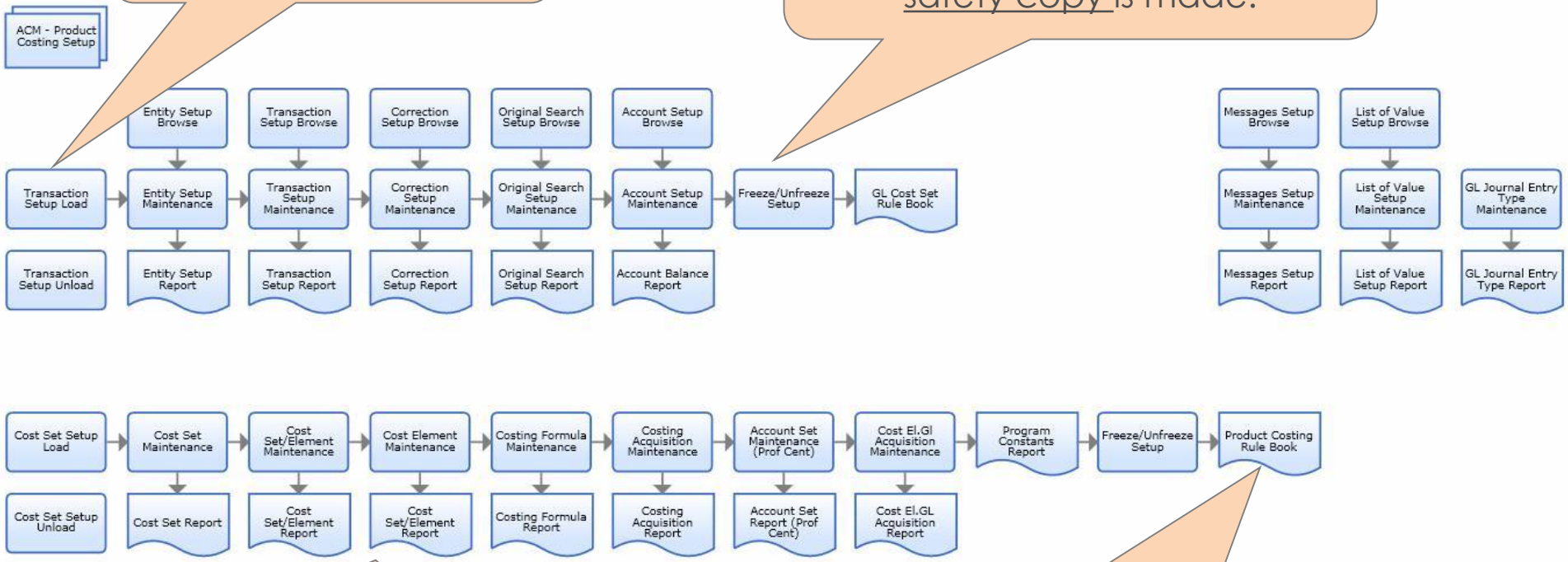
GL posting

- If posting is required

MC and PC Setup

Default setup covers most or all of needs.

After accepting the setup, freeze is performed and the safety copy is made.



Various cost sets, costing formulas, cost elements, and acquisitions are defined and used at the same time.

Costing algorithms are documented in the Product Costing Rule Book.

Rule Book – Entity Level

```
                    Material Costing Rule Book                    06.11.20

                                Entity Setup:
                                =============

                          Domain:   ACM  ACM Train1
                          Entity:   1200  ACM Entity
                   User Language:   us  english (U.S.)

              Material Costing Set:   FI  FIFO
                    Accounting Set:   si  Slovenia
                     Master Entity:   1200  ACM Entity
                     Period Method:   P  Periodic
                   Months in Period:   1  One Month
                 Processing Method:   R  Regenerative
                     Business Year:   From 01.05 To 30.04
                          Tax Year:   From 01.05 To 30.04
                    Entity Currency:   EUR
                  Corporate Currency:   EUR
           Inventory Account Class:   IA3  Product Line Inv. Account Class 3
Return to Stock Allowed Period:   1  One Month
```

Entity Level Setup is the first chapter in the rule book.

Rule Book – Transactions

```
                              Transactions Setup:
                              ===================

                      Transaction:   ISS-WO(-)
                 Transaction Name:   WO Issue or Backflush
             Inventory Accounting:   credit(+)
        Costs Center Search Method:   S  Standard
                    Invoice in AP:   no
                Valuation Method:   5  FIFO Price
               Linked Transaction:   no
                  Document Number:   2  Doc.Nbr from column tr_nbr
                  Processing Order:   13  Third Process. Group

                              Accounting Setup:
                              =================

Cost Element           Accounting   Prefer Account Source   Example Acc  Account Name
---------------------- ------------ ------ ---------------- ------------ ----------------
MV - Material Value    debit(+)          1 TRGL_DR_ACCT     4000         Inventory Expense
                                         2 PL_WIP_ACCT      4000         Inventory Expense
MV - Material Value    credit(+)         1 TRGL_CR_ACCT     3101         Obsolete Inv Acc
                                         2 PL_INV_ACCT      3101         Obsolete Inv Acc

                              Corrections Setup:
                              ==================

              Original Transaction:   ISS-WO(-)
           Correction Transaction:   ISS-WO(+)
           Correction Trans. Name:   Correction WO Issue or Backflush
    ------------------------------------------------------------
    Setup if Orig.Trans.Period is:   PO  Period Open
              Processing Sequence:   2
                 Valuation Method:   52  Issue Correction Price
              Original Must Exist:   yes
           Original Search Method:   D1  Issue WO Method
    ------------------------------------------------------------
    Setup if Orig.Trans.Period is:   PC  Period Closed
              Processing Sequence:   3
                 Valuation Method:   52  Issue Correction Price
              Original Must Exist:   yes
           Original Search Method:   D1  Issue WO Method
```

Original transaction processing

Accounting

Correction processing

Rule Book – Legend Pages

```
                    Material Costing Rule Book                    06.11.2009


                 ===================================
                 Legend 1 - Period Method Reference:
                 ===================================

Period
Method Period Method Description
------ ------------------------------------------------------------
P      Periodic Method.
C      Cumulative Method.


                 =======================================
                 Legend 2 - Processing Method Reference:
                 =======================================

Processing
Method     Processing Method Description
---------- ------------------------------------------------------------
R          Regenerative Mode: The program will process the whole period
           from scratch.
I          Incremental Mode: The program will process changes made from
           the last run only.


                 ================================================
                 Legend 3 - Costs Center Search Method Reference:
                 ================================================

CC Search
Method    CC Search Method Description
--------- ------------------------------------------------------------
S         Standard Method. The Cost Center code is taken from the column
          TRGL_DR_CC
```

All setup keys are explained at the end of rule book.

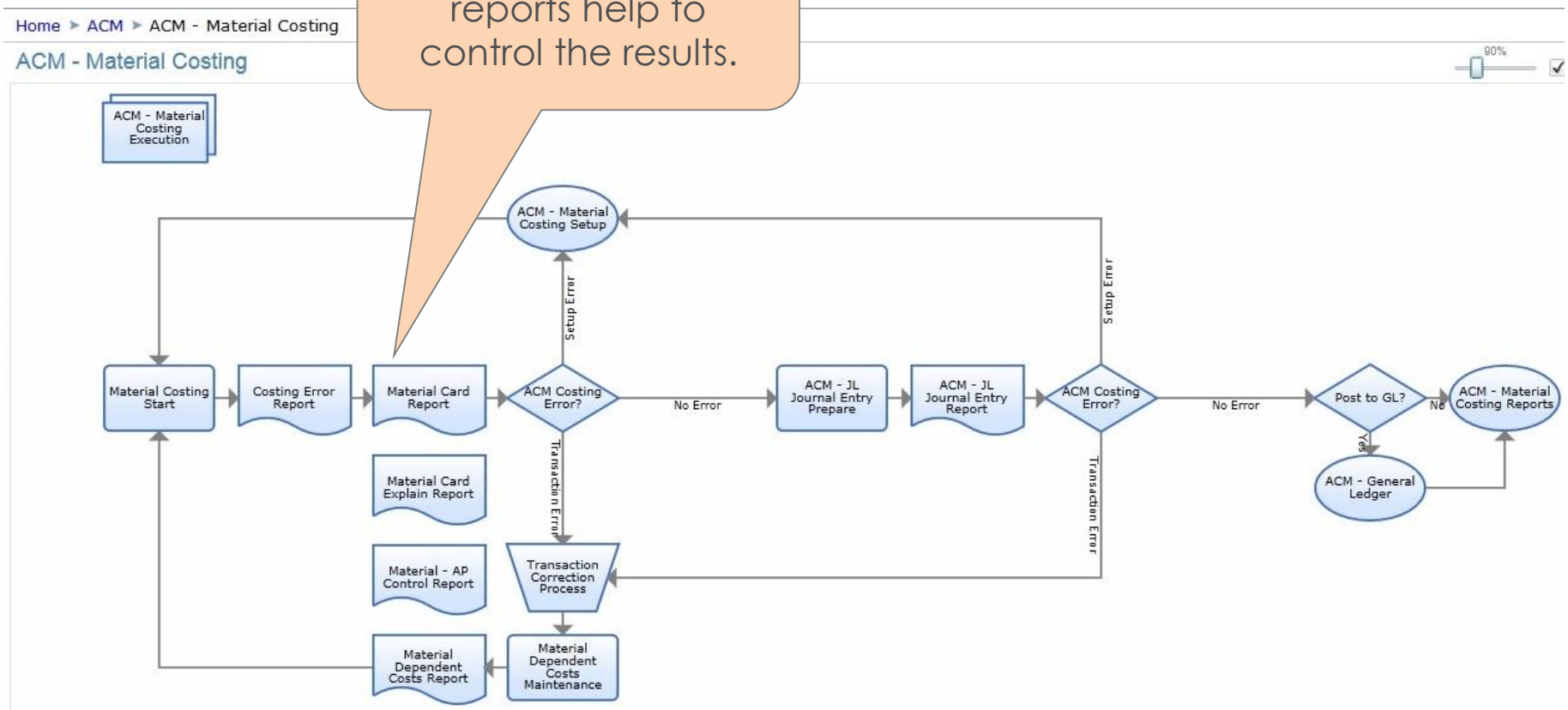
M2M ACM – Advanced Costing Modules

Material Costing

Exact Costs – All the way from purchasing to sales!

Material Costing Execution

Well structured reports help to control the results.



Material Card – FIFO Example

m2mkrp300.p *2. 0* 60.1.2 Material Card Report Date: 22/10/09
Page: 1 ACM Training Time: 09:48:48
M2M ACM Material Costing: 2.0

Entity: 1200 ACM Entity

ITEM MATERIAL CARD COSTING METHOD: FI INCLUDE FIFO SOURCES Period: 01.01.2009 to: 31.05.2010

Item Number	Description	Account Class
ACM-01	ACM ITEM	3

Messages	Date	Trans	Document Nbr	Tr Type	Transact Price	I N	UM	Quantity Receipt	Quantity Issue	Value Receipt	Value Issue	Quantity Balance
			Begining:					0.0000	0.0000	0.00	0.00	0.0000
	01.01.09	182047	62392	RCT-UNP	5.000000		EA	100.0000		500.00		100.0000
	04.01.09	182048	810	ISS-WO	5.000000		EA		80.0000		400.00	20.0000
		(182047)		(RCT-UNP)	(5.000000)				(80.0000)		(400.00)	
	07.01.09	182050	PR3000	RCT-PO	6.050000	Y	EA	120.0000		726.00		140.0000
NOIN	08.01.09	182051	PR3001	RCT-PO	6.000000	N	EA	20.0000		120.00		160.0000
	10.01.09	182052	182052*	ISS-TR	5.912500		EA	-60.0000		-354.75		100.0000
		(182053)		(RCT-TR)	(5.912500)			(-60.0000)		(-354.75)		
	10.01.09	182053	182052*	RCT-TR	5.912500		EA	60.0000		354.75		160.0000
	15.01.09	182054	811	ISS-WO	5.812500		EA		100.0000		581.25	60.0000
		/182055/		/ISS-WO/	/5.912500/				/20.0000/		/118.25/	
		(182047)		(RCT-UNP)	(5.000000)				(20.0000)		(100.00)	
		(182050)		(RCT-PO)	(6.050000)				(60.0000)		(363.00)	
		/182063/		/ISS-WO/	/5.812500/				/0.0000/		/0.00/	
	15.01.09	182055	812	ISS-WO	5.912500		EA		-20.0000		-118.25	80.0000
	17.01.09	182056	PR3002	[illegible]	6.050000	Y	EA	-60.0000		-363.00		20.0000
		/182057/		/ISS-[illegible]	/6.050000/			/-20.0000/		/-121.00/		
		/182050/		/RCT-PO/	/6.050000/			/-40.0000/		/-242.00/		
	17.01.09	182057	PR3003	ISS-PRV	[illegible]	Y	EA	20.0000		121.00		40.0000
	08.01.09	182051	PR3001	RCT-PO	[illegible]			20.0000		120.00		60.0000
	08.01.09	182051	PR3001	RCT-PO	[illegible]					-120.00		40.0000
	02.02.09	182058	PR3004	RCT-PO	[illegible]					910.00		180.0000
	02.02.09	182059	813	ISS-WO	[illegible]						241.00	140.0000
		(182050)		(RCT-PO)	[illegible]						(121.00)	
		(182051)		(RCT-PO)	[illegible]						(120.00)	
	09.02.09	182060	814	ISS-WO	[illegible]						130.00	120.0000
		(182058)		(RCT-PO)	[illegible]						(130.00)	
	16.02.09	182061	815	ISS-WO	[illegible]						65.00	110.0000
		(182058)		(RCT-PO)	[illegible]						(65.00)	
	23.02.09	182062	816	ISS-WO	[illegible]						32.50	105.0000
		(182058)		(RCT-PO)	[illegible]						(32.50)	
CTCP	15.01.09	182063	817	ISS-WO	[illegible]						-58.13	115.0000
	28.02.09	182064	62426	RCT-RS	[illegible]						-130.00	135.0000
		/182062/		/ISS-WO/	[illegible]						/-32.50/	
		/182061/		/ISS-WO/	[illegible]						/-65.00/	
		/182060/		/ISS-WO/	[illegible]						/-32.50/	
	25.03.09	182065	62427	ISS-CHL	[illegible]		EA	[illegible]		-870.63		0.0000
		(182066)		(RCT-CHL)	(6.449074)			(-135.0000)		(-870.63)		
	25.03.09	182066	62427	RCT-CHL	6.449074		EA	135.0000		870.63		135.0000
CTCP	10.04.09	182067	PR3005	ISS-PRV	6.500000	Y	EA	-65.0000		-422.50		70.0000
		(182058)		(RCT-PO)	(6.500000)			(-65.0000)		(-422.50)		
	10.04.09	182069	PN2000	ISS-SO	6.423611		EA		45.0000		289.06	25.0000
		(182058)		(RCT-PO)	(6.500000)				(40.0000)		(260.00)	

FIFO sources are optionally presented on the report:
() – FIFO source
// – Correction source

Material Card – With Explain

```
m2mkrp341.p *2.                       0*         60.1.3 Material Card-Explain Rpt
Page:    1                                                  ACM Training
                                                 M2M ACM Material Costing: 2.0

    Entity: 1200  ACM Entity

    ITEM MATERIAL CARD             COSTING METHOD                                   Period: 0

    Item Number        Description
    ------------------ ------------------------
    ACM-01             ACM ITEM

                                                                                      uantity
    Messages     Date        Trans Document Nbr                                       Receipt
    ------------ -------- -------- ------------                                      -------- ------
                                   Begining:                                           0.0000
    ------------ -------- -------- ------------                                      -------- ------
                 01.01.09   182047 62392                                              100.0000
                 04.01.09   182048 810                ISS-           5.000000   EA
                           (182047)                  (RCT-          (5.000000)
       1, Transaction: ISS-WO(-)
       2, Processing Group: ISSUES
       3, Value Search Method: 5 FIFO
       4, .FIFO price from document: 182047 RCT-UNP
                 07.01.09   182050 PR3000             RCT-PO         6.050000 Y EA        120.0000
       1, Transaction: RCT-PO(+)
       2, Processing Group: RECEIPTS
       3, Value Search Method: 6 INVOICE/ACCRUAL
       4, .Invoice Depend Cost Found: YES, (Invoice Nbr = D0901001, Eff = 07.01.09, Vendor = 10151796)
       5, .Price from Invoice Depend Cos: D0901001
       6, .Invoice Found: YES, (Invoice Nbr = D0901000, Eff = 07.01.09, Vendor = 66669413)
       7, .Price from Invoice: D0901000
    NOIN         08.01.09   182051 PR3001             RCT-PO         6.000000 N EA         20.0000
       1, Transaction: RCT-PO(+)
       2, Processing Group: RECEIPTS
       3, Value Search Method: 6 INVOICE/ACCRUAL
       4, .Invoice Found: NO
```

Each transaction processing step is optionally explained.

- This RCT-PO has an invoice for dependent (landed) costs in addition to invoice for material.

Inventory by FIFO Prices

m2mkrp318 *2.0* .0 Main Menu
Page: 1 HTZ TEST 07.04.201
M2M ACM - Advanced Costing Mo

Entity: 1110 HTZ Velenje, I.P.,d.o.o.

COST SET: FI

Period: 01.01.2011 to: 31.12.2011

Item Number	Description	UM	Price	Quantity open	Value open
HDP100073	MAGNETS FI 20 1/10 BLIS	PC	2,800000	6,0000	16,79
			3,040000	5,0000	15,19
			3,120000	1,0000	3,12
	Total Item (FIWA Price)		2,925000	12,0000	35,10
	Entity 1110 Total:				35,10

End of Report

Inventory is shown by FIFO prices:

- Price – Quantity – Value

The ‘FIFO Weighted Average’ price (FIWA), based on the available inventory value is calculated for each part.

Accounting and GL Posting

m2mjlpst300.p *2.0* 60.1.9 Material GL Journal Entry Post Date: 20/10/09
Page: 1 ACM Training Time: 12:41:41

M2M ACM Material Costing: 2.0

Account	Sub-Acct	CC	Project	Debit Amount	Credit Amount
22410				0.00	120.00
3001				0.00	604.00
3001				120.00	0.00
3091				0.00	604.00
3091				604.00	0.00
3100				0.00	722.25
3100				722.25	0.00
4000				863.00	0.00
Entity: 1200			Total:	2,309.25	2,309.25

CREATED GL REFERENCE. !!!!!!! JL000000000588

GL posting concludes the material costing execution.

M2M ACM – Advanced Costing Modules

Product Costing

Exact Costs – All the way from purchasing to sales!

Product Costing – Basic Needs

- Costs Of Goods Produced – COGP

- Based on any number of cost elements:
  - Material by FIFO, WAVG, etc.
  - Work from GL; computed using reported operations.
  - Overhead from GL; computed by product's contribution.
  - Cooperation from AP.
  - Etc.

- Any number of cost sets:
  - One cost set for GL posting
  - Other cost sets for analyzing
    - E.g.: COGS1 – COGP with added costs of sales.
    - PCP – planned costs from standard; to compare with actual costs.

Product Costing – Required Functionality

- Cost elements calculation:
  - *System has to be able to calculate cost elements without variations, either by using the reported information (e.g.: labor, material), or by using some method of contribution, and without demanding additional effort.*

- The same cost elements can be stored on a different places in the database as a result of different recording processes:
  - *System has to able to acquire the same cost element (i.e. cost of material, cost of work, etc.) from different places in the data base.*

- To observe the costs from different angles, the company may need more than one costing algorithm at the same time:
  - *System has to able to calculate different cost sets using different formulas at the same time.*

PC Rule Book – Cost Sets and Formulas

m2mnasrp805.p P G01 70.24.3.8 Costing Formula/Acq Setup Rpt
Page: 1 HTZ TEST 07.04.2011

Cost Set: CGP COST OF GOODS PRODUCED

Sequence	Cost Element	Long Description	Formula/Acquisition
100	MV	MATERIAL VALUE	MF MATERIAL - FIFO
200	LB	LABOR	DD DIRECT LABOR
250	HR	NUMBER OF HOURS	SU NUMBER OF HOURS
300	SB	SUBCONTRACT	KF SUBCONTRACT-INV
400	MD	MATERIAL MEMO	MD MATERIAL MEMO
900	SC	COST PRICE 01	+ MV + LB + SB + MD

Cost Set: CGP2 COST OF GOODS PRODUCED 2

Sequence	Cost Element	Long Description	Formula/Acquisition
100	MV	MATERIAL VALUE	MF MATERIAL - FIFO
200	LB	LABOR	DD DIRECT LABOR
250	HR	NUMBER OF HOURS	SU NUMBER OF HOURS
300	SB	SUBCONTRACT	KF SUBCONTRACT-INV
400	MD	MATERIAL MEMO	MD MATERIAL MEMO
500	LBD	GL LABOR VALUE-LABOR VALUE	LBD GL LAB VAL-LAB VAL
550	HRD	GL LABOR HOURS-LABOR HOURS	HRD GL LABOR HOURS-LABOR
900	SC	COST PRICE 01	+ MV + LB + LBD + SB + MD

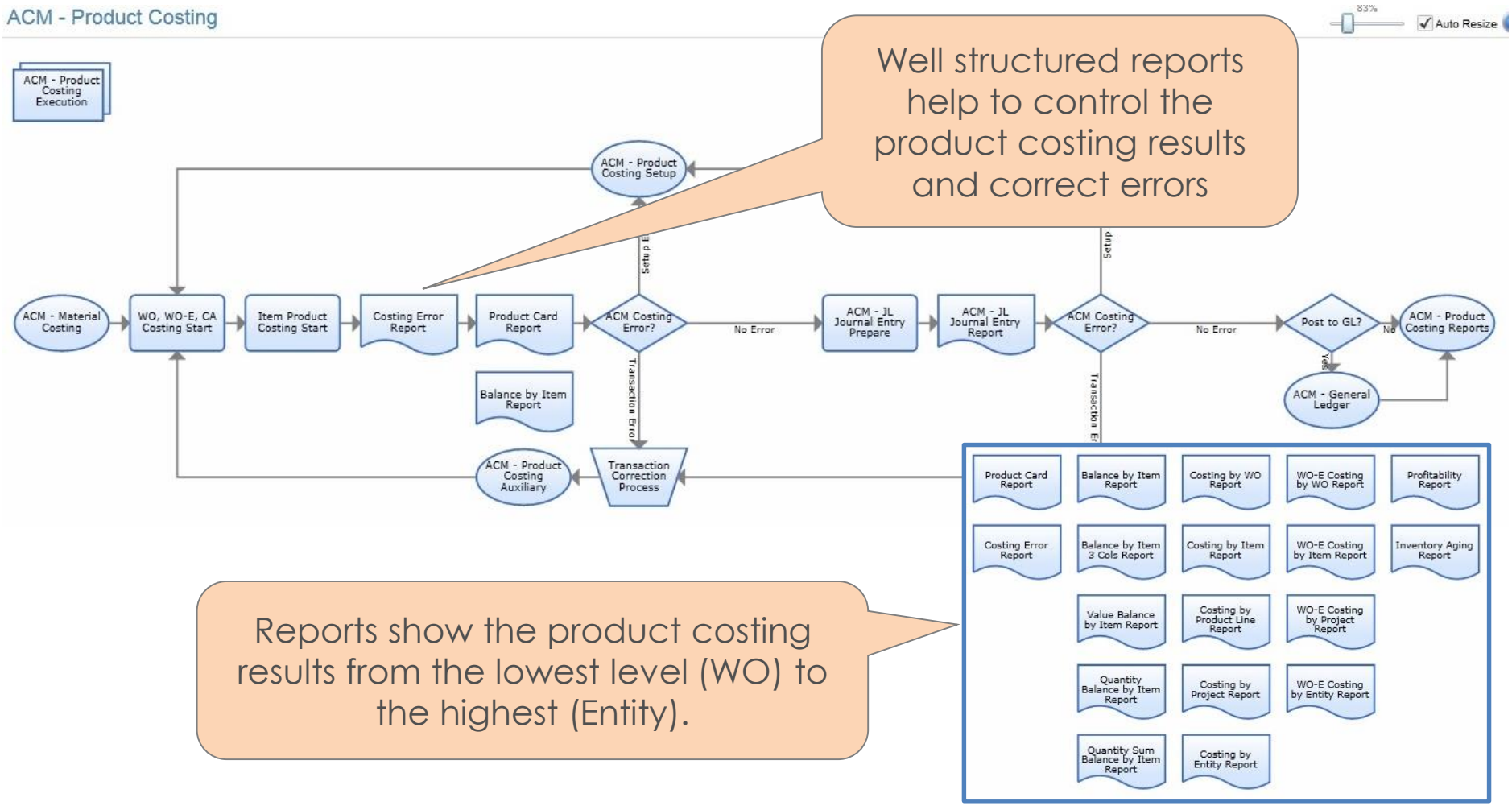
Cost Set: CGS COST OF GOODS SOLD

Sequence	Cost Element	Long Description	Formula/Acquisition
100	TCS	TOTAL COST SALES	TCS TOTAL SALES COST (GL)
150	TPGS	TOTAL PRICE OF GOODS SOLD	TPGS TOTAL PGS (PT_PRICE
200	TPCP	TOTAL PLANNED COST	TPCP TOTAL PLANNED COST
250	TCON	TOTAL CONTRIBUTION	+ TPGS - TPCP

Many **cost sets** are defined at the same time.

For each **cost element** the **acquisition method** or **formula** is defined.

Product Costing Execution



Well structured reports help to control the product costing results and correct errors

Reports show the product costing results from the lowest level (WO) to the highest (Entity).

M2M ACM – Advanced Costing Modules

Work Order Costing Report

WO costing report shows variations between two cost sets:

- planned cost (PCP)
- and cost of goods produced (CGP)

Or between any two cost sets entered in the report parameter screen.

```
m2mkrp808.p *EB                        21*        70.4.9.4 Costing Report by Entity
Page:     1                                                ZT ACM 13.9.2010

        Entity: 5326   M2M ACM

                                        PRODUCT COSTING

  Item.Ty.Class: P WORK ORDER - PRODUCT RECEIPT
       Cost Set: PCP PLANNED COST - (planned)
         Entity: 5326                                M2M ACM
    Period from: 01.01.2010 To: 30.09.2010
```

	QUANTITY QTY	SUM SC	MATERIAL COST MV	LABOR COST LB	SUBCONTRACT COST SB
PCP	1.00	63,173.16	38,197.16	24,360.00	616.00
CGP	1.00	62,089.72	41,978.67	19,531.05	580.00
(%)	100.0	98.3	109.9	80.2	94.2
(-)	0.00	1,083.44	-3,781.51	4,828.95	36.00

```
PCP = PLANNED COST - (planned)
CGP = COST OF GOODS PRODUCED (actual)
(%) = ((CGP/PCP)*100)
(-) = (PCP-CGP)
```

Work Order Receipts

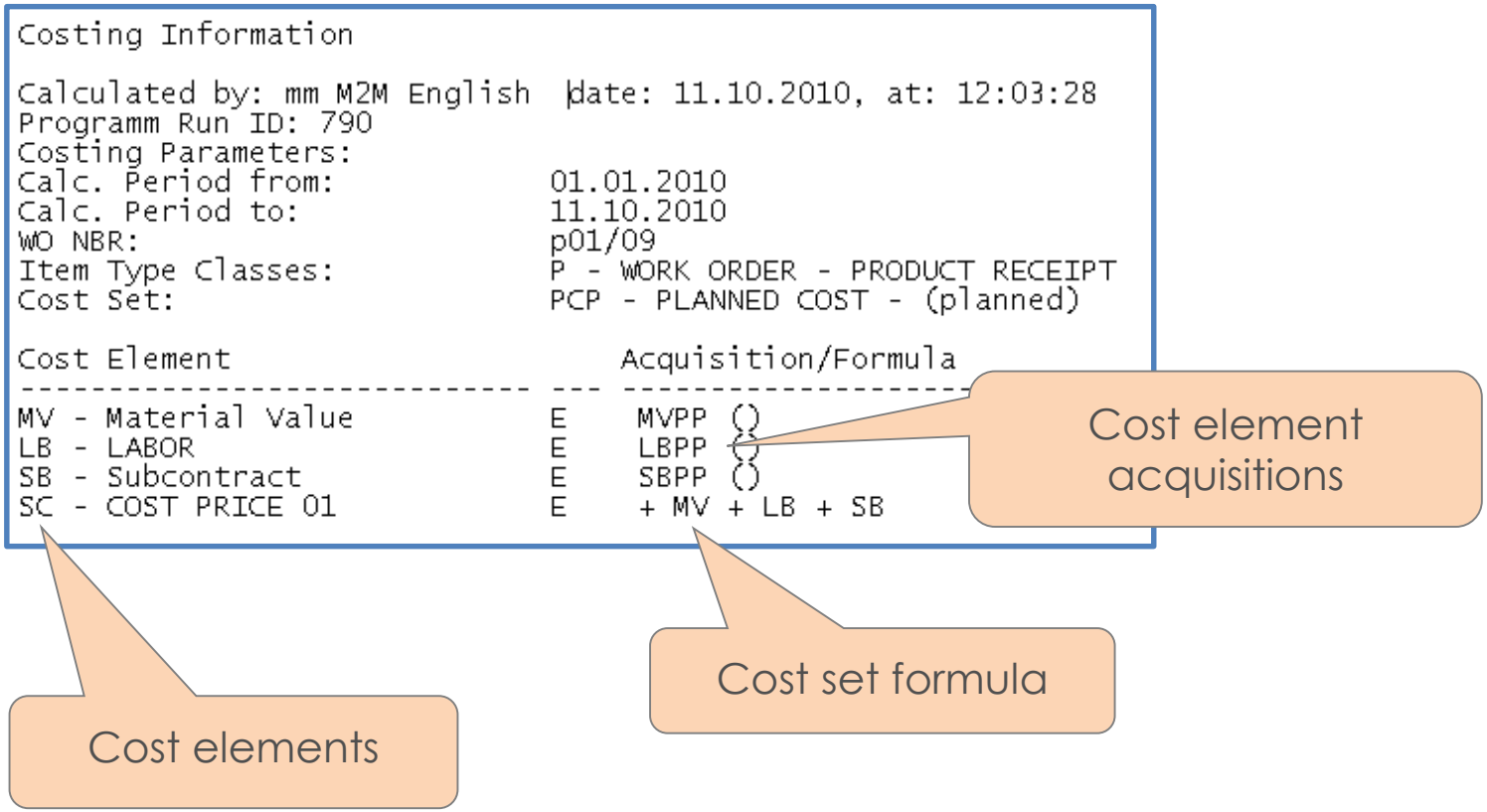
Item Number	Description	Eff Date	Work Order	UM	Quantity	Standard Cost
I01	FOUNTAIN D14 HOT/COLD	05.08.10	I01/08	EA	5.0	294.7500

Entity level report

Details are optionally presented bellow: WO receipts, issues, labor, etc.

Costing Formula at the End of Report

Costing formula at the end of report helps us to know by which formula we got the results.



```
Costing Information

Calculated by: mm M2M English  date: 11.10.2010, at: 12:03:28
Programm Run ID: 790
Costing Parameters:
Calc. Period from:              01.01.2010
Calc. Period to:                11.10.2010
WO NBR:                         p01/09
Item Type Classes:              P - WORK ORDER - PRODUCT RECEIPT
Cost Set:                       PCP - PLANNED COST - (planned)

Cost Element                        Acquisition/Formula
--------------------------- --- --------------------
MV - Material Value           E    MVPP ()
LB - LABOR                    E    LBPP ()
SB - Subcontract              E    SBPP ()
SC - COST PRICE 01            E    + MV + LB + SB
```

PC Product Card

rp650.p *2. 0* 70.4.3 Product Card Report
: 1 ZT ACM 13.9.2010
M2M ACM - Advanced Costing Module: 2.0

Entity: 5326 M2M ACM

PRODUCT CARD REPORT COST SET: CGP Period: 01.01.2010 to: 30.09.2010

Item Number	Description	Account Class
I01	FOUNTAIN D14 HOT/COLD	6

Messages	Date	Trans	Document Nbr	Tr Type	Transact Price	UM	Quantity Receipt	Quantity Issue	Value Receipt	Value Issue	Quantity Balance	WA Price
			Begining:				0.0000	0.0000	0.00	0.00	0.0000	0.000000
	05.08.10	659696	230989	RCT-WO	294.253226	EA	5.0000		1,471.27		5.0000	294.253226
	11.08.10	659699	230989	RCT-WO	294.253226	EA	10.0000		2,942.53		15.0000	294.253226
	12.08.10	659702	230989	RCT-WO	294.253226	EA	12.0000		3,531.04		27.0000	294.253226
	25.08.10	659705	230989	RCT-WO	294.253226	EA	5.0000		1,471.27		32.0000	294.253226
	25.08.10	659821	659821*	ISS-TR	294.253226	EA	-25.0000		-7,356.33		7.0000	294.253226
	25.08.10	659822	659821*	RCT-TR	294.253226	EA	25.0000		7,356.33		32.0000	294.253226
	25.08.10	659823	10057	ISS-SO	294.253226	EA		25.0000		7,356.33	7.0000	294.253226
	25.08.10	659826	230989	RCT-WO	294.253226	EA	-1.0000		-294.25		6.0000	294.253226
	02.09.10	659709	230990	RCT-WO	278.587234	EA	10.0000		2,785.87		16.0000	284.461981
	08.09.10	659712	230990	RCT-WO	278.587234	EA	7.0000		1,950.11		23.0000	282.674015
	08.09.10	659827	659827*	ISS-TR	282.674015	EA	-20.0000		-5,653.48		3.0000	282.674015
	08.09.10	659828	659827*	RCT-TR	282.674015	EA	20.0000		5,653.48		23.0000	282.674015
	09.09.10	659830	10058	ISS-SO	282.674015	EA		20.0000		5,653.48	3.0000	282.674015
	16.09.10	659715	230990	RCT-WO	278.587234	EA	10.0000		2,785.87		13.0000	279.530337
	22.09.10	659718	230990	RCT-WO	278.587234	EA	10.0000		2,785.87		23.0000	279.120292
	23.09.10	659724	230990	RCT-WO	278.587234	EA	10.0000		2,785.87		33.0000	278.958760
			Ending:				78.0000	45.0000	22,215.45	13,009.81	33.0000	278.958760

Entity: 5326 M2M ACM

	Receipts Value	Issues Value	Balance Value
Begining Balance:	0.00	0.00	0.00
Total:	22,215.45	13,009.81	9,205.64
Ending Balance:	22,215.45	13,009.81	9,205.64

Exact costs of WO are assigned to WO and to each RCT-WO.

WAVG price is calculated for each transaction when put to inventory.

The **exact** or **WAVG WO cost** can be used for the valuation of consumption (sales) of finished products:

- Exact for FIFO consumption.
- WAVG for WAVG consumption.

PC Inventory Reports

m2mkrp311.p *2. 0* 70.4.5 Product Balance by Item Rpt Date: 29/10/10
Page: 1 ZT ACM 13.9.2010 Time: 13:11:42
M2M ACM - Advanced Costing Module: 2.0

Entity: 5326 M2M ACM

COST SET: CGP

Period: 01.01.2010 to: 31.10.2010

Item Number	Description	UM	Quant. Beginning	Val. Beginning	Quant. Receipt	Value Receipt	Quantity Issue	Value Issue	Quantity Ending	WA Price	Value Ending
I01	FOUNTAIN D14 HOT/COLD	EA	0.0000	0.00	118.0000	33,373.80	45.0000	13,009.81	73.0000	278.958767	20,363.99
I03	FOUNTAIN D5C ROOM/COLD	EA	0.0000	0.00	34.0000	14,453.46	0.0000	0.00	34.0000	425.101765	14,453.46
I07	PRODUCT I07	EA	0.0000	0.00	85.0000	3,902.58	0.0000	0.00	85.0000	45.912706	3,902.58
I08	PRODUCT I08	EA	0.0000	0.00	150.0000	9,389.25	0.0000	0.00	150.0000	62.595000	9,389.25
I11	PRODUCT I11	EA	0.0000	0.00	130.0000	6,912.69	0.0000	0.00	130.0000	53.174538	6,912.69
	Entity 5326 Total:			0.00		68,031.78		13,009.81			55,021.97

Inventory by the cost set price.

m2mkrp312.p *2. 0* 70.4.6 Prod.Balance by Itm Rpt 3 Column
Page: 1 ZT ACM 13.9.2010
M2M ACM - Advanced Costing Module: 2.0

Entity: 5326 M2M ACM

COST SET: CGP

Period: 01.01.2010 to: 31.10.2010

Item Number	Description	UM	Quantity Ending	WA Price	Value Ending
I01	FOUNTAIN D14 HOT/COLD	EA	73.0000	278.958767	20,363.99

Cost El.	Description	WA Price	Value Ending
MV	Material Value	163.989650	11,971.24
LB	Labor	110.009114	8,030.67
SB	Subcontract	4.960004	362.08

Detail inventory report by cost elements.

Profitability Report Examples

Date	Invoice	Product Amount	Invoice Amount	Profitability
03.01.2014	14/0001	139.446,72	153.837,02	9,35%

Lin	Item	Description	Product Amount	Invoice Amount	Profitability
3	1403064-8P26	CVR BR204 VN CATANIA MANDELBEIGE	789,58	843,15	6,35%
22	1952933-P-96W	CVR T5/MV SOLO UNI PREV.CLASSICGREY	1.725,31	1.850,14	6,75%
24	1952934-P-IFB	CVR T5/MV VINYL PREV.ANTHRAZIT	854,08	1.192,62	28,39%
55	2092490-P-T0V	CVR T5MV SOLO UNI SGL DS ANTHRAZIT/O.S.ARTGREY	1.606,73	2.107,41	23,76%
62	BR204BP/F53	PREVLEKA BR204 MILLE SCHWARZ	3.697,20	3.892,12	5,01%
66	BR204VP/D88A	PREVLEKA BR204 UU CATANI SCHWARZ	7.924,13	8.419,37	5,88%
67	KL359POU/NGE	PREVLEKA POKROV.KOM.L359 NAPOLY EBONY	401,49	415,26	3,32%
70	KL359PPU/NGE	PREVLEKA PREDAL.KOM.L359 NAPOLY EBONY	7.374,38	7.965,65	7,42%
73	2092490-P-SIG	CVR T5MV SOLO UNI SGL DS ANTHRAZIT/O.S.SILBERGR.	975,52	1.279,50	23,76%
74	ZT5MVP3/70T	T5/MV PREVLEKA SOLO UNI ANTHRAZIT	5.163,97	5.550,43	6,96%
90	1855114-APE1	CVR R60 RHC COSMOS UNI CARBON BLACK	1.519,26	1.608,33	5,54%
91	2005242-BBE1	CVR R60 FHR COSMOS UNI CARBON BLACK	4.865,86	5.511,23	11,71%
93	2010396-K9E1	CVR R60 FHR VINYL RAY CARBON BLACK	3.347,00	3.761,53	11,02%
94	2178144-BBE1	CVR R60 RHO COSMOS CARBON BLACK	1.781,67	1.867,62	4,60%

Date	Invoice Number	Product Amount	Invoice Amount	Profitability
09.20.2013	ELM18081	80,044.17	92,585.50	13.55%
10.04.2013	ELM18153	82,315.35	89,275.13	7.80%
10.30.2013	ELM18292	89,370.68	96,805.46	7.68%
	Customer Total:	724,300.93	812,637.96	10.87%

Accounting and GL Posting

Sequence: 20110131.1 Unposted GL Journal Entry

Account	Sub-Acct	CC	Project	Debit	Credit
20120		DANG		639,702.29	671.24
20120		LLSK		1,481,764.31	32
20120		PALL		69,1	16
20120		TLNG		1,739,211.21	58
20120		TSNG		1,0 .04	471.04
20121		LLSK		0.00	3,260.77
20121		TLNG		2,9 .00	1,673.94
20121		TSNG			7,581.54
201217		LLSK			0.00
20122		LLSK		0	4,484.36
20122		TSNG		1,49 2	5,984.52
201227		TSNG		.50	0.00
20123		PALL			1,925.95
20123		TLNG			7,810.66
20123		TSNG		0	7,514.00
20124		LLSK			44.53
20124		PALL			9.51
20124		TSNG		0	.16
20125		LLSK			.77
20125		TSNG			64.93
20130		DANG		967 4	128.84
20131		DANG		0.00	2.29
20131		LLSK		32	9.01
201317		LLSK		44.96	0.00
20132				0.00	8.42
20132		LLSK		0	1.15
20132		PALL		5	41.25
2013298				0	0.00
2013298		PALL		6	0.00
20198		DANG		.82	0.00
60001		DANG		215 .74	0.00
600011		LLSK		5 .76	0.00
600014		LLSK		1.15	0.00
600015		LLSK		06.11	0.00
60002		DANG		60 43.26	0.00
60003		DANG		052.62	0.00
60011		PALL		7	0.00
60011		TLNG		0	0.00
60011		TSNG		6.36	0.00
60012		LLSK		44.53	0.00
60012		PALL		.31	0.00
60012		TLNG		.52	0.00
60013		PALL		6.42	0.00
6004198		DANG		9.58	0.00
6004217		LLSK		98.73	0.00
6004217		TLNG		0.84	0.00
6004218		TSNG		1.75	0.00
61049		DANG		205.82	0.00
Sequence: 20110131.1		Total:		532.94	5,632.94

If used for GL, then posting concludes the basic PC execution

M2M ACM – Advanced Costing Modules

Documentation, Services, Distribution

Exact Costs – All the way from purchasing to sales!

ACM Documentation

- **ACM Concepts**
  - Focused only on concepts.
  - It does not change frequently, since other books cover the detail product development.
  - The book explains the basic ACM concepts, algorithms and tasks.
- **ACM Standard Processes**
  - Covers all processes and sub processes. For each process, and process step, the book explains the purpose of it.
  - No program details are in the book – only references to Reference Guides – so the book can offer a quick view from the top, and the roadmap of the product.
- **ACM MC Program Reference Guide, ACM PC Program Reference Guide**
  - This books describe each program in detail. All examples in the books are based on the "book-example-life-cycle" which is presented at the beginning of book. If only one or few programs demand additional examples, they may be added only for those programs.
  - All program labels, messages, and standard ACM menus are explained.
- **ACM Tutorial – Learning by Doing**
  - This book enables self-learning the product using "tutorial-examples". These examples are similar to the "book-example-life-cycle" used in the Reference Guide. The goal of the book is to give the relevant basic knowledge – not all the details and exotic variations!
  - The book will guide you step by step, using references to "Reference Guide" and other books, sometimes to standard ERP guides. The output of each step is presented and explained.
- **ACM Advanced Costing Modules – Technical Guide**
  - This book describes all relevant technical information about ACM programs, DB schema, and ACM installation.

ACM Services & Distribution

- **Implementation Services**
  - Installation of M2M ACM Products
  - Training
    - Material Costing Basic Training – 1 day
    - Material Costing Advanced Training – 2 days
    - Product Costing Basic Training – 1 day
    - Product Costing Advanced Training – 2 days
  - ACM Implementation
  - Consulting
- **Maintenance**
  - New ACM products versions and service packs
  - Support for ACM distributors
  - Support for direct customers
- **Distribution**
  - M2M Slovenia
  - Distributors

The Customers Said

Mrs. **Galina Ceresko**, CFO in ELMORIS:

- *"With ACM we were able to establish the total and exact control over costs of material and products. No cost variations exist and there is no doubt about profit or loss on each product or semi product – down to the batch number level.*
- *We spend almost no time with preparing the reports for management and bank."*

Mrs. **Dragica Kotnik**, Master of Economics and Certified Public Accounting Auditor, CFO in Premogovnik:

- *"We rely on ACM FIFO results daily – and yet we don't even know it's there. The system fulfills all our needs for our operations and does not demand any additional effort to run.*
- *It is also very easy to prove our business statements to auditors, using for example: the 'FIFO Rule Book', and 'Explain FIFO' functionality.*
- *Today, we can easily prove to anybody that we use the best accounting practices and fully comply with IFRS."*

Mr. **Damijan Kanduti**, CEO in PLP:

- *"It is essential to have the yield calculated both in volume and costs. Typically, high quality input material has better yield and lower costs of production, but is more expensive – the opposite is true for the lower quality materials. This information and knowing the agreement price helps us to understand how to manage our operations optimally."*

A lot of customers wish to get a good costing solution!
Let's make them happy!
Together!

Thank you!

M2M, Slovenia

- Jože Novinšek, CEO
- Rok Basle, SFC