

UBF TRADER™ - CONNECTING THE DOTS

FROM SUBMISSIONS TO FINANCIALS

ANNOUNCING

dennis, keenan & associates pty ltd in association with the Australian Brokers & Manufacturers Lobby are pleased to announce the availability of **UBF Trader**, a fully integrated software solution for the grocery and related distribution industries.

This document contains schematic and descriptive details of the various components of the **UBF Trader**.

Fully integrated with the UBF

The software is designed to cater for the requirements of small to medium sized enterprises who conduct business with major retailers who have a commitment to the use of the EANnet industry wide catalogue of item and pricing details.

Extends the use of your current UBF data

The software may be installed to extend the use of an existing UBF database or as a comprehensive solution which incorporates the UBF and EANnet submission processing.

The **UBF Trader** capitalizes on the existing data recorded by the UBF and extends the use of this data to enable a fully integrated solution to your business processing requirements.

This covers the creation of submissions, either printed, eUBF or EANnet based, through to the receipt and processing of orders (by phone, fax or EDI) for the creation of invoices and optionally the updating of your inventory and accounting data.

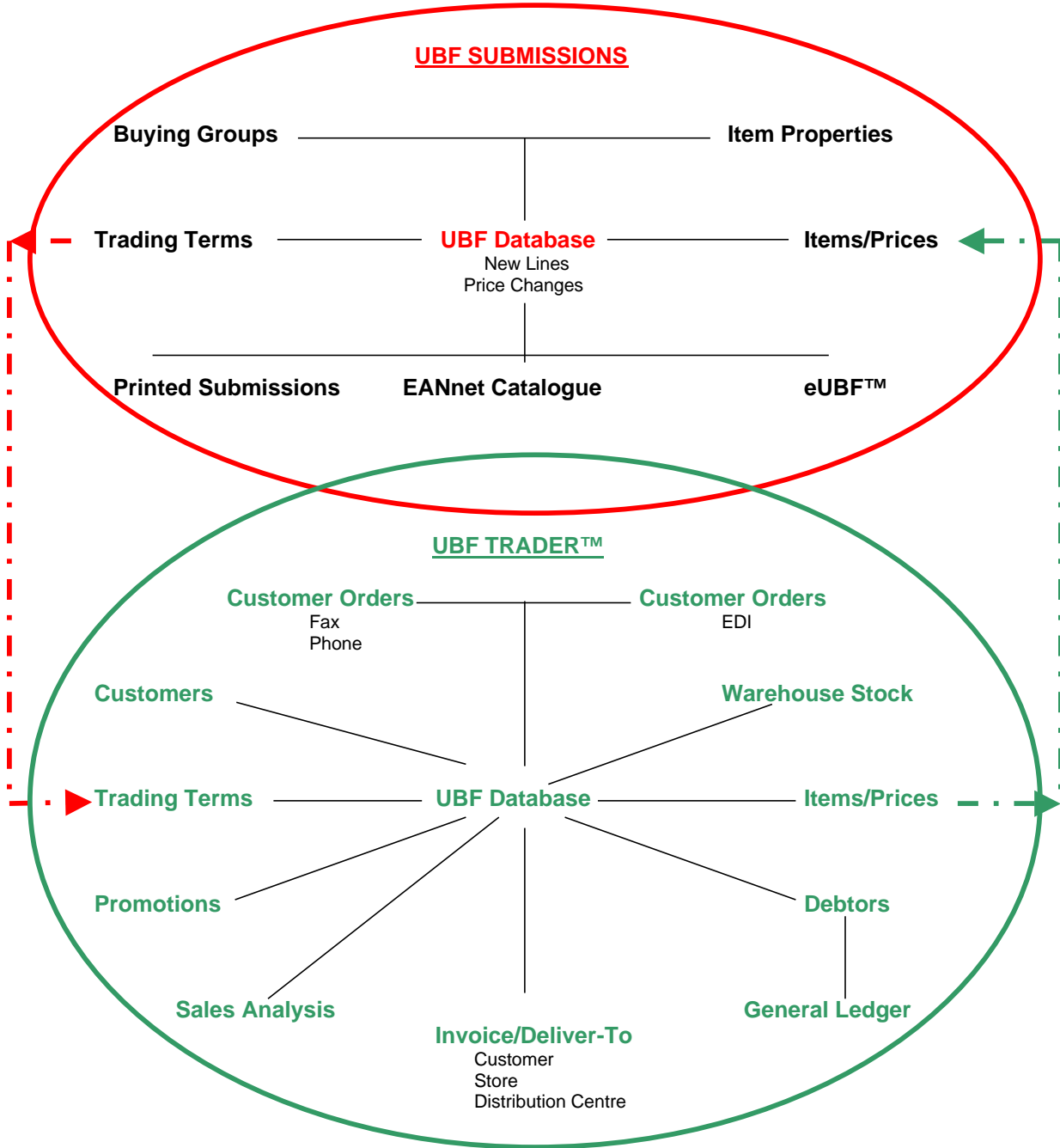
Order processing utilizes the existing UBF Trading Term definitions to construct the appropriate pricing details for each invoice and includes an optional interface to Promotion details for the calculation of off-invoice or deferred promotional deals.

Australian Made

Designed, written and supported in Australia by the developers of the UBF software the **UBF Trader** is a comprehensive solution which meets the total needs of todays distribution industry from the creation of submissions through to the analysis and financial reporting of your company details.

UBF Trader™
**Multi-Company, Multi-User, Fully Integrated Submission, Catalogue,
Distribution, Brokerage, Accounting & Manufacturing Software**

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Australian Designed, Developed and Supported

Utilising over 30 years experience in the Australian Grocery, Distribution and Manufacturing industries

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BACKGROUND

Over the last several years the UBF software has been used extensively to produce submissions for the grocery and other industries within Australia and New Zealand.

Recent enhancements have now expanded the use of the UBF to include the creation and maintenance of EANnet catalogue details, in addition to paper and email based submissions.

As you are aware the UBF contains a substantial amount of your company data within its database which in some cases is a duplication or replication of data held in other systems within your organization.

dennis, keenan & associates pty ltd (dka), together with our marketing and selling partner ABML (Australian Brokers & Manufacturers Lobby), have been actively pursuing a course of action which will enable you to utilise the existing, critical data contained within the UBF database for other functions such as Order Processing and Sales Analysis.

Our efforts have resulted in a concept we have called the **UBF Trader™**.

The UBF Trader™ utilizes and enhances the UBF database to create a fully integrated system which can be used for Billing, Promotional Planning, Sales Analysis and much more.

Full integration of item and price data for order processing etc. simplifies the creation of UBF submissions and the uploading and on-going maintenance of data for the EANnet catalogue.

The UBF Trader™ software suite includes the following applications:

Order Processing	Inventory Control	Sales Analysis
Promotional Planning	Accounting	Sales Budgetting
Manufacturing	Communications/EDI Processing	Purchasing

The above are fully integrated with the Universal Buying Form database for the creation of:

- Printed Item and Price Change Submissions
- EANnet Catalogue uploads and maintenance
- eUBF – email Item and Price Change Submissions

Brief details of each application are contained in the following pages.

For further information or to arrange for a demonstration please contact either:

- The ABML at dbmedia@ozemail.com.au or call 02 9688 7844 or
- dennis, keenan & associates pty ltd at ubfrader@dka.net.au or call 07 3200 0922

The Australian Brokers & Manufacturers Lobby (ABML) are the sales & marketing partners of dka for UBF software and submission forms in addition to providing outsourced submission resources for both the UBF and EANnet®.

dennis, keenan & associates pty ltd are an Australian software development company, established in 1987, with extensive experience across a wide range of trade and industry sectors and are the developers of both the UBF and LBS and now the UBF Trader software.

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BRIEF OVERVIEW

- **ORDER PROCESSING**
Order Processing is designed to facilitate the entry and collection of order details.
- **INVENTORY CONTROL**
Assists in tracking product usage and costs and effectively and efficiently maintain inventory at optimum levels.
It provides complete information about the value of your inventory, quantities on hand, quantities on-order and committed and the movement of items sold by your business on a day-to-day basis.
- **SALES ANALYSIS**
Consists of report and inquiry functions which enable the user to monitor sales and promotional activity on an item by item and item by customer basis.
The reports are designed to give summary and detailed sales information over a wide range of selection criteria.
- **SALES BUDGETTING**
Enables the entry of sales budget and forecast details for comparison to actual sales
- **PROMOTIONAL PLANNING**
This module contains entry, inquiry and reporting facilities to monitor and control promotional and Trading Term accrual activities.
Fully integrated with the Order Processing & Sales Analysis modules the system provides comprehensive, on-demand promotional information which is generally not available in any other software package.
Developed over a period of ten years, and continuously being enhanced, this module represents a significant step forward for business enterprises attempting to keep abreast of the ever-changing nature of promotional activity demanded by the retail trade.
- **ACCOUNTING**
This consists of 3 fully integrated sub-applications.
 - **ACCOUNTS PAYABLE (Creditors)**
Enables the timely processing of creditor invoices to maximise the benefits of available discounts etc.
 - **ACCOUNTS RECEIVABLE (Debtors)**
Fully integrated with Order Processing and General Ledger and provides facilities to easily handle everyday tasks such as tracking and collecting monies owed by customers.
 - **GENERAL LEDGER**
This is used to categorise and summarise your accounting information.
Details are transferred from the other accounting modules to allow easy tracking without duplicate entry.
- **COMMUNICATIONS**
 - **EDI**
Enables the automatic receipt and subsequent processing of EDI generated data such as Purchase Orders, Purchase Order Acknowledgements etc
 - **INTER-OFFICE**
Used for the transfer of data between Head Office and local or interstate branches, 3rd parties etc

We commend the **UBF Trader™** concept to you as a solution to providing integrated and accurate data from submission through to the financial reporting requirements of your organization.

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PRICING

All **UBF Trader™** software applications are available on a rental basis starting from \$150.00 per month. Conditions apply.

Pricing/costs will depend on individual circumstances however the following is an indicative guide to the costs applicable:

Single Site/Single User

- Minimum 4 applications
- Installation/Licence fee – one-time charge \$1500.00 see '*Training*' below.
- \$150.00 per month
- plus a support fee equal to 20% of the monthly rental amount

Single Site/Multi User

- Minimum 4 applications
- Installation/Licence fee – one-time charge \$1500.00 see '*Training*' below.
- Multi User fee of \$1500 for up to 5 users/seats (one-time charge)
- \$150.00 per month
- plus a support fee equal to 20% of the monthly rental amount
- additional users by negotiation

Multiple Sites

Pricing and licencing fees are subject to negotiation.

Additional Applications

These can be rented for a monthly rental of \$50.00 per month per application. Support fees are adjusted to include additions to the rental base.

Support Fee

This provides for reasonably unlimited telephone support and includes upgrades to the installed software applications as they are made available. It is not intended for use as a training mechanism for new or replacement staff.

Training

The Installation/Licence fee includes an allowance of two days on-site training for your staff. For training of up to 4 people at dka nominated premises in Brisbane, Queensland this fee can be reduced to \$500.00 with the user bearing the responsibility for accommodation, travel and other associated costs for their staff. dka will conduct the training at a centrally located office within close proximity to the Brisbane CBD or the Brisbane airport. The costs of this centrally located office will be the responsibility of dka.

Additional training is available and is subject to negotiation with regards to cost and timing.

Demonstrations

Demonstrations of the software can be conducted at your corporate offices as required using, where possible, your existing UBF data.