

Financial Module

A business with unclear financial status and control is a business that is waiting for disaster to happen! How much do the debtors owe, how much does the business owe to the creditors, and how much cash is available are some of the basic financial information that is crucial to any business.

The Financial Module of CUBE is capable of meeting most financial requirements. It is however, developed with the concrete business in mind.

The General Ledger is the foundation for CUBE's Financial Module as it is the primary ledger for any organisation. General Ledger's chart of accounts is capable of supporting up to three additional dimensions. This can be used to assign transactions to plants, subsidiaries or projects. Besides that, the General Ledger also incorporates a Cash Book for managing day-to-day cash transactions.

The Accounts Receivable covers customer maintenance files and other customers' financial activities. Standard features include invoice and statement printing and debtors aging report. It also has other reports such as sales data, under load charged and collection.

The Accounts Receivable also incorporates a strong Credit Control. The Credit Control features a work flow for credit approval and credit release by person with authority. Any overdue accounts will trigger alerts which include capability of sending SMS to key personnel.

On the suppliers' side, the Accounts Payable not only stores suppliers' information but also integrates with Purchase Order Management from the Material Management Module to allow a fully automated purchase orders creation.

Interest Calculator enables imposing of interest onto customers' accounts with overdue payments and it comes with the option of whether to post the interest or not.

Components:

- General Ledger
- Accounts Receivable
- Accounts Payable
- Credit Control
- Cash Book
- Interest Calculator

Material Management

Raw materials are the blood of a concrete manufacturing company. The main ingredients in concrete such as cement, aggregates and sand come from natural resources. As such, there are a lot of variables in terms of quality and constituent. Therefore, these materials should be managed and monitored properly.

Material Management Module plays a very important part in CUBE as well as the concrete business. It allows the engineering of new mix design and follows through with the monitoring of the raw materials and analyses their usage.

Mix Design Maintenance act as a mix designs repository area. It is capable of maintaining a variety of mix design versions for the same mix design by plant, territory, supplier and raw material source. Mix Design Maintenance also incorporates Mix Design Engineering where the theoretical Research and Development (R&D) of new products take place. Further revisions and enhancements of mix designs are done within the Mix Design Maintenance. These mix design changes can be applied generally to all versions or a specific version.

Inventory Control act as the storekeeper for the concrete business on both the company and plant level. It keeps track of the day-to-day raw materials availability and assist in raw materials utilisation planning. Inventory Control's basic functionality includes receiving of inventory manually or through integration with weight bridge system and issuing of inventory for transfer from one plant to another. Besides that, it is able to recommend storage area during receiving.

The Purchase Order Management is linked to the Inventory Control to enable it to identify raw materials that are running low and need to be replenished. Purchase Order Management can later do purchase order proposals or automatically generate purchase orders according to purchasing criteria or policy set.

The Raw Material Analysis calculates theoretical usage of raw materials for both quantity and cost and provides a comparison of the usage against the actual consumption. This information can be filtered by plant, territory, mix design and mix design group.

Components:

- Mix Design Maintenance
- Inventory Control
- Purchase Order Management
- Raw Material Analysis

Sales Order Module

The concrete business is a challenging business. The product itself is dynamic and so does the sales process.

The Sales Order Module provides full “quote to cash” functionality. It has additional features to track under load charges and also perform commission calculation for the sales personnel. There major components of Sales Order Module – Quotation Management, Order Management and Delivery Management, are built on web-based format to enable portability and flexibility.

Quotation Management manages the life cycle of quotations from quotations entry to turning them into a pricing object for supply to customers. The Quotation Management is supported by advanced pricing matrix to allow setting of book price by customer, product and territory. It also has a workflow for quotation approval should certain conditions are met such as book price are breached or quoting to customer on credit hold.

Quotations can then be easily converted to orders in Order Management. In Order Management, additional charges such as under load charge or other special request charges can be imposed. Outstanding orders can also be viewed in the Order Management.

Delivery Management continues the process from Order Management to schedule the concrete delivery. It talks with the Batching Control from Production Module to generate delivery note after each load has been discharged into the truck.

Sales Analysis analyses data from quotation till delivery. It provides information such as pending quotations, win-lose analysis, and average selling price and gross margin by product, customer, sales personnel, plant and territory. All the information can be sorted to provide ranking.

A fairly important component of the Sales Order Module is the Under Load Charge Management. This component manages the recovery of the cost incurred when delivering concrete which is under the truck’s minimum capacity.

Commission Management is a component used to track commission payable to sales personnel. The calculation can either be based on invoiced amount or amount collected.

Components:

- Quotation Management
- Order Management
- Delivery Management
- Sales Analysis
- Under Load Charge Management
- Commission Management

Transportation Module

To say that concrete business is a pure manufacturing business is not entirely correct. Concrete business is also a service business. The service of transporting concrete to customers' sites is one of the determining factors of how long a customer will stay with a particular concrete supplier.

Transportation Module together with Delivery Management in the Sales Order Module provides a means to ensure the efficiency of the concrete delivery services.

Fleet Management keeps records of all the details of the trucks and the transporters whether they are owned or sub-contracted. It also provides tracking of regulatory requirements such as inspection, insurance, permit and road tax and is able to alert users when they are almost due or has expired. This allows the ability to ensure that the trucks on the road meet the regulatory requirements.

As transportation of concrete contributes quite significantly to the cost of concrete sold, the measurement of this cost is important. The cost of transporting concrete is managed by Cartage Costing. Cartage Costing allows the definition of cartage contract for each transporter and is capable of calculating the transport cost for each load of concrete to the customers' sites. It is later used to calculate reimbursement due to transporters.

Transportation Analysis incorporates a dashboard view to display transport related information such as fleet utilization and efficiency. It can be used to analyse trucks allocation to plants and plan trucks movement.

Integration with Delivery Management of the Sales Order Module enables the ability to do truck scheduling. This feature assists in the planning of concrete delivery operations.

Components:

- Fleet Management
- Cartage Costing
- Transportation Analysis