

PHARMA CFA SYSTEMS

Distribution at your finger tips.



Manage your supply chain ...



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Executive Summary



Distribution is the lifeline of any marketing organisation. One of the major keys to distribution efficiency is information that helps you to get the right goods to the right places at the right time. In the pharmaceutical industry, activities of distribution end stocking call for great control, given the volume products in varying sizes of packages, with various batches and expiry dates.

The logical task is to co-ordinate the activities of stock accounting, order processing and customer accounting. Distribution is also an area where there is high potential for cost savings and improved customer satisfaction.

To address the need of effective and economic control over distribution in the pharmaceutical industry, Blue Chip Computer Consultants brings to you Pharma CFA, a compact, user-friendly software system for Carrying and Forwarding Agents (CFAs)/Depots/Distributors.

Pharma CFA

Pharma CFA has been exclusively developed for the pharmaceutical industry, whose distribution is routed through CFAs, depots and distributors. It simulates the distribution activities of a CFA, depot or a distributor and takes care of the daily, monthly and yearly activities of stock accounting, order processing and customer accounting. It also provides for immediate querying and extensive reporting facilities. This robust software package helps the users to have a greater control and up-to-date information on the status of stock, orders, customers, and so on.

Silent Features of Pharma CFA are.

- ◆ Supports multiple Company/Divisions.
- ◆ User-definable Parameters like:
 - Debit Note, Credit Note Types
 - Positive/Negative Stock Adjustment Types
 - Sales Area/Staff Hierarchy
 - Sales Targets at Area Level
- ◆ Stock allocation on FIFO basis
- ◆ Stock Maintenance at Product/Price/Batch Level
- ◆ Order wise-Product wise Allocations/
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- ◆ Flexible Bonus Schemes
- ◆ Pooled Sales Area Support
- ◆ Flexible Tax, Discount, Octroi Definition
- ◆ Partial Adjustments in Customer Accounting
- ◆ Automatic/Manual Debit Notes Generation
- ◆ Exhaustive Queries/Reports
- ◆ User and Option Level Security
- ◆ User-friendly, Multi-level, Context Sensitive Help Support

Pharma CFA - The Inside Story



For ease of operation, Pharma CFA has been divided into the following 5 modules:

- ◆ Masters
- ◆ Daily Operations
- ◆ Queries
- ◆ Reports
- ◆ House Keeping

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Masters

Certain basic information that you require frequently while working with Pharma CFA is recorded through this module. This is a one-time activity. Whenever this information is required across the system, Pharma CFA picks it up, thus saving your valuable time and effort.

Some of the masters are:

- ◆ Company Master
- ◆ Division Master
- ◆ Factory Master
- ◆ Manufacturer Master
- ◆ Depot Master
- ◆ Customer Master
- ◆ Product Master
- ◆ Price Master
- ◆ Bonus Schemes
- ◆ Sales Report Set-up
- ◆ Marketing Hierarchy
- ◆ Period Master
- ◆ Holiday Master
- ◆ Sales Target Entry
- ◆ Sales Tax Master
- ◆ Discounts Master
- ◆ Octroi Master
- ◆ Discount Master
- ◆ Parameters

Some of the salient features in this module are the facilities to define multiple companies, divisions, generate separate invoices for any factory and define up to 99 stock types for any product.

Daily Operations



The nucleus of the system, all activities of Stock Accounting, Order Processing and Customer Accounting can be performed here. In addition, through this module, you

can also record information on plans of free samples to be given to the field staff and actual invoicing of the same. You can also close the orders at regular intervals.

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This is a one-time activity. Whenever this information is required across the system, Pharma CFA picks it up, thus saving your valuable time and effort.

Stock Accounting

Facilitates easy and quick tracking of information on receipts and issues of stock from/to factories and other depots, positive/negative stock adjustments, marking stock for specific reasons and also maintenance of batch wise details of products.

This includes:

- ◆ Stock Transfer Note (In/Out)
- ◆ L/R Entry - STN (Out)
- ◆ STN Cancellation
- ◆ Stock Adjustments (Positive/Negative)
- ◆ Mark/Unmark Batches
- ◆ Modify Batch Details



Order Processing

A key need in companies today is to shorten the order-to-remittance cycle, that is the elapsed time between an order placement and payment. This module of Pharma CFA addresses the need effectively. It supports activities from entering an order to generating invoices. This module allows you to record different types of orders, select different rates for special orders, allocate stock order wise and product wise and suggest the Batch Numbers to be dispatched

- ◆ The salient features in this module is the facility to put On Hold orders of those customers who have crossed their outstanding limits or whose payments are overdue.
- ◆ Order Entry
- ◆ Order Allocation
- ◆ Delivery Challan / Pick List
- ◆ Invoice Generation
- ◆ Invoice Cancellation
- ◆ L/R Entry
- ◆ Closing Orders
- ◆ Sample Plan Entry
- ◆ Sample Invoicing
- ◆ Reprint Documents

Customer Accounting



This module takes care of customer accounting transactions, wherein information on collections and bounced cheques can be recorded. Adjustments of inter party and inter-division or between debit and credit documents can also be performed.

This includes:

- ◆ Collections
- ◆ Collections against All Divisions
- ◆ Collections Against Bouncing
- ◆ Bouncing Cheques
- ◆ Clearing Cheques
- ◆ Credit Notes
- ◆ Debit Notes
- ◆ Journal Vouchers
- ◆ Adjusting Debits Vs. Credits

The salient feature in this module is the facility to calculate interest on overdue payment and generate debit notes automatically.

Queries

Pharma CFA provides for immediate querying on various options like:

- ◆ Marketing Area
- ◆ Interest Due
- ◆ Stock Status
- ◆ Order Status

Reports

Pharma CFA offers dynamic reporting. You can generate extensive reports on master listings and daily transactions. These reports are broadly categorized as:

- ◆ Master Listings
 - Marketing Area/Personnel Details
 - Customer Details
 - Product Details
 - Target Details
- ◆ Order Reports
 - Order Details
 - Pending Orders
 - Executable Orders
 - Order Execution Details
- ◆ Sales Reports
 - Stock Status Reports
 - Stock Status - Date Range
 - Cancelled STNs

Customer Accounting



- Marked Stock Details
- Stock & Sales Statement
- Transaction Details
- Stock Expiry Details
- Transfer In/Out Register

- ◆ Accounting Reports
 - Collection Statement
 - Cheque Status Details
 - Customer Ledger
 - Customer Outstanding
 - Customer wise Ageing Analysis
 - Customer wise Ageing Summary
 - Credit/Debit Note Register
 - Sales Day Book
 - Sales Tax Register
 - Journal Register
 - Document Adjustments
 - Trend Reports
 - Cancelled Invoices
 - Reminder Letter

- ◆ Log Reports
 - Exceptional Allocation Log
 - Product Master Log
 - Customer Master (General) Log
 - Customer Master (Division) Log

House Keeping

Using the House Keeping module, you can maintain security of the Pharma CFA System. You can take back-ups and set up user wise, option wise access rights.

The options are:

- ◆ Application Set-up
- ◆ Compact Database
- ◆ Backup/Restore
- ◆ Creating Users
- ◆ Changing password
- ◆ Price Import
- ◆ Data Export
- ◆ Data Pruning
- ◆ Marking Expiry Stocks



The Environment



Pharma CFA has been developed using Microsoft Visual Basic as the front-end and can be operated on Microsoft Windows. The system provides Graphical User Interface and is extremely simple and user-friendly.

The minimum hardware requirements:

- ◆ Pentium 166 Mhz
- ◆ 1.2 GB Hard Disk
- ◆ 16 MB RAM
- ◆ SVGA Monitor
- ◆ Windows 3.1/9x
- ◆ 132 column Dot Matrix Printer

Technical Support

In keeping with our business philosophy, our association with our customer does not stop with the sale. It extends to extensive after-sales support that includes Implementation, intensive user training and exhaustive and comprehensive documentation.