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APPENDICES

APPENDIX A

THE INVENTORY MANAGEMENT OF OTHER PRODUCT ITEM IN CLASS 'A'

Product Name...Television 21" ..Model.....KV-HA21P52.....Brand.....Supplier 1Unit.....Set....

Receiving						Selling Out						Remaining	
Date	Quantity	Cost/Unit		Total		Date	Quantity	Cost/Unit		Total		Quantity	Total
												2	
12/02/03	3	7,560	-	22,680	-	20/2/03	2	8,990	-	17,980	-	3	
21/02/03	5	7,560	-	37,800	-	27/02/03	2	8,990	-	17,980	-	6	
04/03/03	5	7,560	-	37,800	-	04/03/03	1	8,990	-	8,990	-	10	
						10/03/03	2	8,990	-	17,980	-	8	
						19/03/03	1	8,990	-	8,990	-	7	
						21/03/03	1	8,990	-	8,990	-	6	
24/03/03	5	7,560	-	37,800	-	24/03/03	1	8,990	-	8,990	-	10	
						31/03/03	1	8,990	-	8,990	-	9	
						07/04/03	1	8,990	-	8,990	-	8	
17/04/03	3	7,560	-	22,680	-	20/04/03	3	8,990	-	26,970	-	8	

Product Name...Television 21" ..Model.....KV-HA21P52.....Brand.....Supplier 1Unit.....Set...

Receiving					Selling Out					Remaining		
Date	Quantity	Cost/Unit	Total		Date	Quantity	Cost/Unit	Total		Quantity	Total	
30/04/03	5	7,560	-	37,800	-						13	
					12/05/03	2	8,990	-	17,980	-	11	
21/05/03	3	7,560	-	22,680	-	29/05/03	1	8,990	-	8,990	-	13
05/06/03	5	7,560	-	37,800	-	05/06/03	7	8,990	-	62,930	-	11
					19/06/03	4	8,990	-	35,960	-	7	
25/06/03	2	7,560	-	15,120	-						9	
					09/07/03	5	8,990	-	44,950	-	4	
14/07/03	5	7,560	-	37,800	-	14/07/03	1	8,990	-	8,990	-	8
17/07/03	3	7,560	-	22,680	-	26/07/03	8	8,990	-	71,930	-	3
28/07/03	4	7,560	-	30,240	-						7	52,920
												-

Product Name...Television 25" ..Model.....KV-XG25P50/57.....Brand.....Supplier 1Unit.....Set....

Receiving						Selling Out						Remaining	
Date	Quantity	Cost/Unit		Total		Date	Quantity	Cost/Unit		Total		Quantity	Total
12/02/03	1	12,600	-	12,600	-							1	
						03/03/03	1	14,990	-	14,990	-	0	
12/03/03	2	12,600	-	25,200	-							2	
14/03/03	3	12,600	-	37,800	-	25/03/03	1	14,990	-	14,990	-	4	
						07/04/03	2	14,990	-	29,980	-	2	
11/04/03	6	12,600	-	75,600	-	20/04/03	1	14,990	-	14,990	-	7	
						21/04/03	2	14,990	-	29,980	-	5	
						26/04/03	1	14,990	-	14,990	-	4	
						18/05/03	2	14,990	-	29,980	-	2	
26/05/03	2	11,760	-	23,520	-							4	
29/05/03	3	11,760	-	35,280	-							7	

Product Name...Television 25" ..Model.....KV-XG25P50/57.....Brand.....Supplier 1Unit.....Set.....

Receiving					Selling Out					Remaining				
Date	Quantity	Cost/Unit	Total		Date	Quantity	Cost/Unit	Total		Quantity	Total			
					05/06/03	1	13,990	-	13,990	-	6			
					09/06/03	1	13,990	-	13,990	-	5			
					10/06/03	2	13,990	-	27,980	-	3			
16/06/03	3	11,760	-	35,280	-	19/06/03	1	13,990	-	13,990	-	5		
25/06/03	2	11,760	-	23,520	-							7		
					03/07/03	2	13,990	-	27,980	-	5			
14/07/03	4	11,760	-	47,040	-	18/07/03	1	13,990	-	13,990	-	8		
					21/07/03	2	13,990	-	27,980	-	6			
					28/07/03	1	13,990	-	13,990	-	5			
					29/07/03	3	13,990	-	41,970	-	2			
30/07/03	3	11,760	-	35,280	-							5	58,800	-

Product Name...Digital Still Camera...Model.....DSC-P8/S.....Brand.....Supplier 1Unit.....Set.....

Receiving					Selling Out					Remaining		
Date	Quantity	Cost/Unit	Total		Date	Quantity	Cost/Unit	Total		Quantity	Total	
04/04/03	1	16,440	16,440	-						1		
25/04/03	1	16,440	16,440	-						2		
					08/05/03	2	19,990	-	39,980	-	0	
12/05/03	2	16,440	-	32,880	-	14/05/03	1	19,990	-	19,990	-	1
26/05/03	1	16,440	16,440	-						2		
					04/06/03	1	19,990	-	19,990	-	1	
07/06/03	1	16,440	16,440	-						2		
					29/06/03	1	19,990	-	19,990	-	1	
01/07/03	2	16,440	-	32,880	-	14/07/03	1	19,990	-	19,990	-	2
27/07/03	1	16,440	16,440	-						3		
					31/07/03	1	19,990	-	19,990	-	2	32,880

Product Name...Digital Still Camera...Model.....DSC-P8/L.....Brand.....Supplier 1Unit.....Set.....

Receiving					Selling Out					Remaining		
Date	Quantity	Cost/Unit	Total		Date	Quantity	Cost/Unit	Total		Quantity	Total	
25/04/03	1	16,440	16,440	-						1		
					02/05/03	1	19,990	- 19,990	-	0		
26/05/03	1	16,440	16,440	-						1		
					05/06/03	1	19,990	- 19,990	-	0		
07/06/03	1	16,440	16,440	-						1		
					16/06/03	1	19,990	- 19,990	-	0		
19/06/03	1	16,440	16,440	-						1	16,440	-

Product Name...Digital Still Camera...Model.....DSC-P8/R.....Brand.....Supplier 1Unit.....Set.....

Receiving					Selling Out						Remaining		
Date	Quantity	Cost/Unit	Total		Date	Quantity	Cost/Unit	Total		Quantity	Total		
05/06/03	1	16,440	16,440	-						1			
					16/06/03	1	19,990	- 19,990	-	0			
19/06/03	1	16,440	16,440	-						1			
					22/06/03	1	19,990	- 19,990	-	0			
25/06/03	1	16,440	16,440	-						1	16,440	-	

APPENDIX B

THE e-DEALER USER GUIDE

The e-dealer user guide

About this user guide

This document, the e-dealer User Guide, provides all the information and instructions you need to use the software effectively. This user guide covers the following major topics:

- Getting started with the software (xxx_network)
- Viewing the product catalogue
- Creating and submitting orders
- Managing the account
- Searching for products

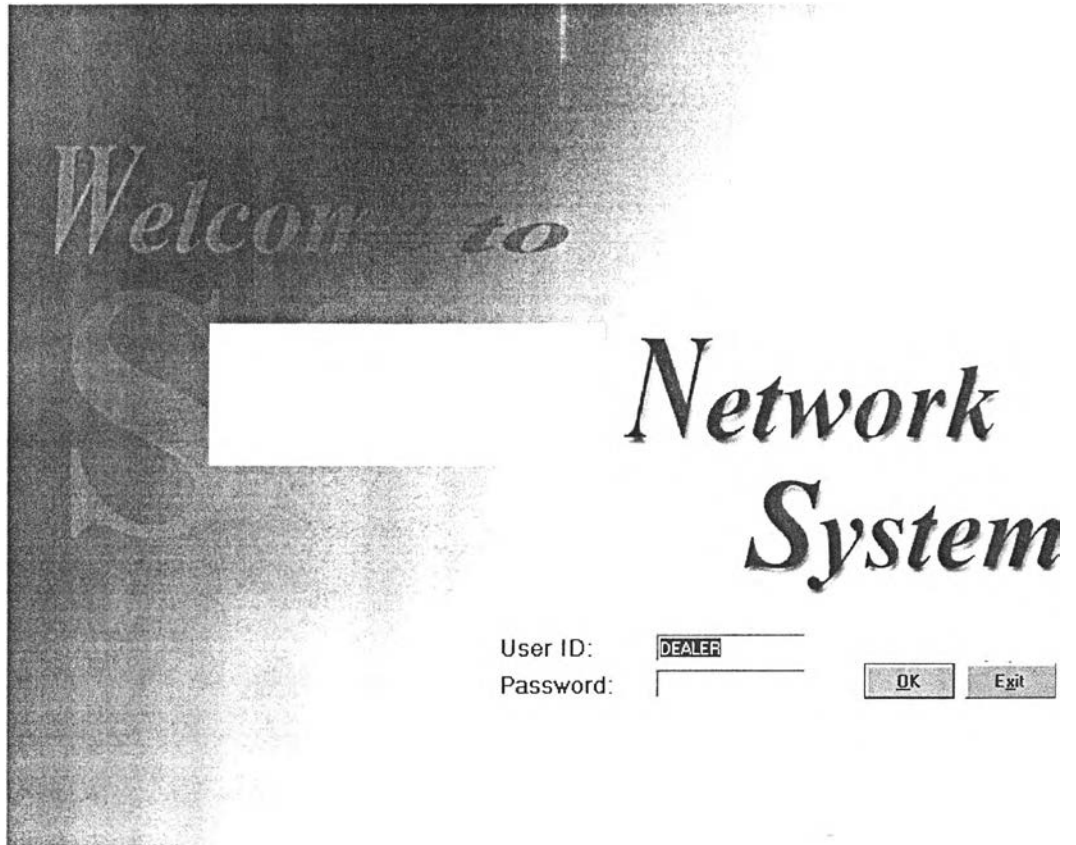
Getting started with the software

A valid account code and password is essential to access xxx_network. The account code is based on the account number of each dealer and deliver address, and it cannot be changed. The default password is valid for one login only: when the user logs in to xxx_network for the first time.

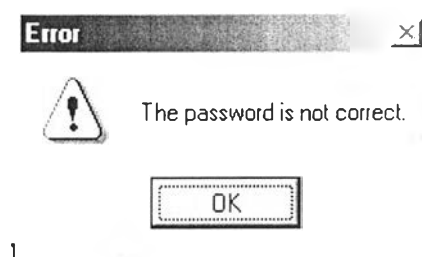
Logging in to xxx_network

To log in to xxx_network

1. Start your browser and open the xxx_network login page.
2. Type your account ID in the **User ID** field.
3. Type your password in the **Password** field.
4. Click **OK**

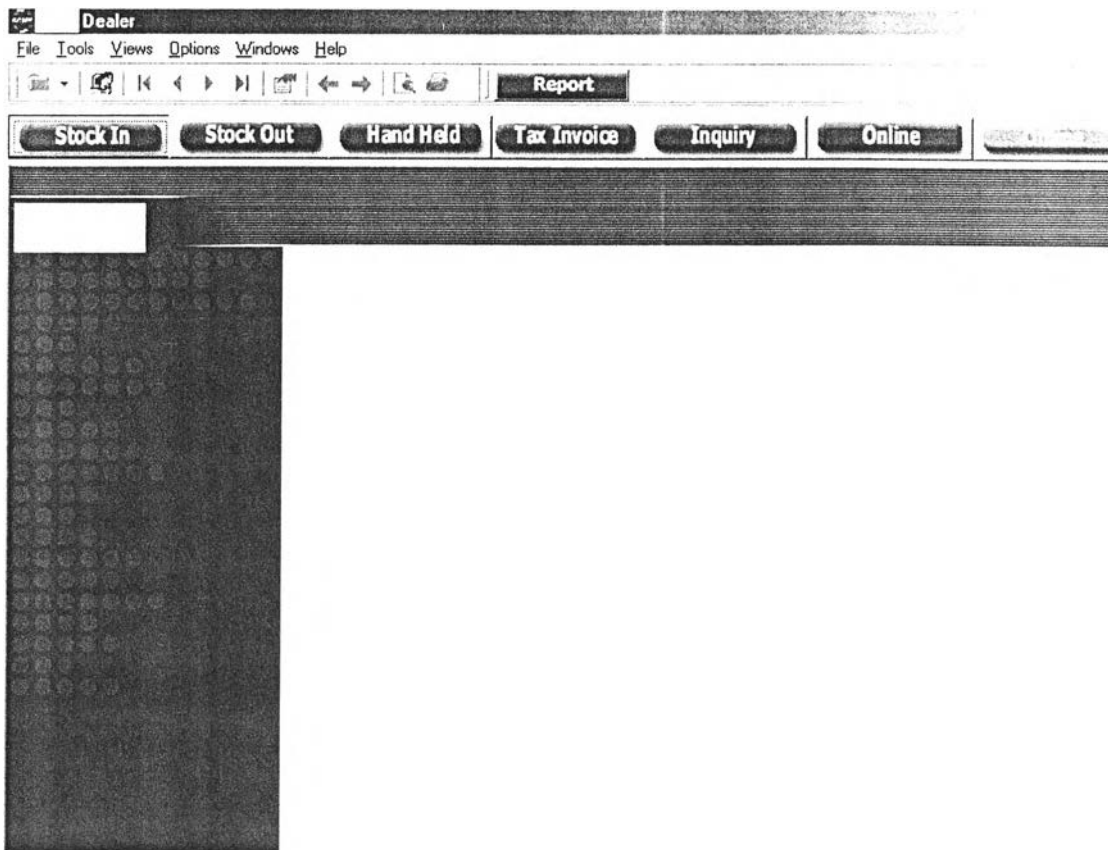


If the user types the password incorrectly, he or she cannot access the system and there is the page shown 'The password is not correct' illustrated as follow.



Handheld

Handheld or Palm is the equipment, which can keep and transfer the data of transaction.



Load Data from Handheld

Ready to synchronize with Handheld.
Press the HotSync button on the cradle to begin.

Cancel

Directory: c:\program files\satellite forms se\projects\sony

OFF LINE

ซิงซี OffLine

PURCHASE

NEW PRODUCTS

เลือกสินค้าที่ซื้อขายใน 3 เดือน

สับค้นหาใหม่

ค้นหาสินค้า

เลือกสินค้าที่ซื้อขายใน 3 เดือน

ปิด

CLOSE

เลือกช่วงเวลาซื้อขาย ที่ต้องการแสดง 7 วัน 15 วัน 1 เดือน

PERIOD

เลือกจำนวนที่แนะนำ: ใช่ ไม่ (ตกลง)

RECOMMENDED ORDER QUANTITY

YES NO OK

SELECT ITEMS TRANSACTED IN 3 MONTHS

ซิงซี OffLine

เลือกกลุ่มสินค้า: Hi Fi

เลือกประเภทสินค้า: MINI COMPO

Hi Fi

สินค้า	ชื่อ	ขาย	สต็อก	สต็อกต่ำสุด	สั่งแล้ว	จำนวนแนะนำ	จำนวน
(New)MHC-MZAX10TH1	0	0	0	0	0	0	
MHC-RV2070 TH1	0	1	4	5	0	1	
MHC-RV5070 TH1	0	0	4	5	0	1	
MHC-RV6070 TH1	0	0	2	0	0	0	
HCD-RV720 TH1	0	0	1	0	0	0	
HCD-RV100070 TH1	0	0	0	0	0	0	
HCD-S9070 TH1	0	0	0	0	0	0	
MHC-DP10000/MC	0	0	0	0	0	0	
MHC-DP100	0	0	0	0	0	0	
MHC-FL5DSW/MC	0	0	0	0	0	0	
MHC-FL5DSW/0TH1	0	0	2	0	0	0	
(New)MHC-GN70V/MC	0	0	0	0	0	0	

1=ITEM, 2=BOUGHT, 3=SOLD, 4=CURRENT STOCK LEVEL, 5=MINIMUM STOCK LEVEL, 6=ORDERED, 7=RECOMMENDED QUANTITY, 8=QUANTITY

STOCK IN

1	ประเภท:	2	1-การรับสินค้า
3	หมายเลขใบส่งของ:		
4	ณ.วันที่:	23/08/2003	
5	สินค้า:	100CDQ80SP3/TE	€
6	หมายเลขเครื่อง:		<input type="checkbox"/> ไม่มีหมายเลขเครื่อง
7	จำนวน:		
		ยืนยัน	ปิด
		€	10

1=TYPE, 2=INCOMING PRODUCTS, 3=INVOICE NUMBER, 4=DATE, 5= ITEM NAME, 6=SERIAL NUMBER, 7=QUANTITY, 8=TICK HERE WHEN THE ITEM HAS NO SERIAL NUMBER, 9=CONFIRM, 10=CLOSE

STOCK OUT

ประเภท:	1-การขายสินค้า	SOLD OUT PRODUCT
ณ.วันที่:	23/08/2003	
สินค้า:	CFD-S250/LC SP5	
หมายเลขเครื่อง:	1001228	<input type="checkbox"/> ไม่มีหมายเลขเครื่อง
จำนวน:		
		ยืนยัน
		ปิด

TAX INVOICE

บันทึกใบกำกับภาษี		1		
ชื่อลูกค้า :	2	4	เลขที่ใบกำกับ:	
ที่อยู่:	3	5	วันที่:	
สินค้า	6	7	จำนวน	8
			ราคา	9
				จำนวนเงิน
		12	ราคาไม่รวมภาษีมูลค่าเพิ่ม	
		13	ภาษีมูลค่าเพิ่ม 7 %	
		14	ราคารวมภาษีมูลค่าเพิ่ม	

1= TAX INVOICE, 2=CUSTOMER NAME, 3=CUSTOMER ADDRESS, 4=TAX INVOICE NUMBER, 5=DATE, 6=ITEM NAME, 7=QUANTITY, 8=PRICE, 9=TOTAL AMOUNT OF, 10=CONFIRM, 11=CLOSE, 12=EXCLUDE TAX PRICE, 13=TAX 7% (VALUE ADDED TAX:VAT), 14=INCLUDE TAX PRICE

INQUIRY

inquiry	ชื่อ-ท้าย	1
	ปรับปรุงอื่น ๆ	2
	ราคาสินค้า	3

1=TRANSACTION, 2=ADJUSTMENT, 3=PRODUCT PRICE

TRANSACTION

เรียกดูจำนวนสินค้า

เลือกหมวด: Hi Fi เลือกหมวดย่อย: MINI COMPO Save

Hi Fi

เลือกรหัสสินค้า

จาก: MHC-RV20//Q TH1

ถึง: MHC-WZ8D//O TH1

จากวันที่: 23/02/2003

ถึงวันที่: 23/08/2003

แสดง ชื่อ ชาย คงเหลือ

ต่อไป

ปิด

สินค้า	จำนวน	พ	พฤ	ศ	ส	อา	จ	อ
MHC-RV20//Q TH1	4	25/06/03	26/06/03	27/06/03	28/06/03	29/06/03	30/06/03	01/07/03
MHC-RV5//Q TH1	4							
MHC-RV50//Q TH1	4							2
MHC-RV6//Q TH1	2							2
MHC-RV60//Q TH1	2							
MHC-RV6000	1							
MHC-RV9000	1							3
MHC-SV7AV	0							2
MHC-VM330AV	0							
MHC-VP700/SP	0							
MHC-VP700/TH	0							
MHC-VP800AV	0							
MHC-VX222/SQTH	0							

ADJUSTMENT

เรียกดูจำนวนสินค้า

เลือกหมวด: Hi Fi เลือกหมวดย่อย: MINI COMPO Save

Hi Fi

เลือกรหัสสินค้า

จาก: MHC-RV20//Q TH1

ถึง: MHC-RV50//Q TH1

จากวันที่: 23/02/2003

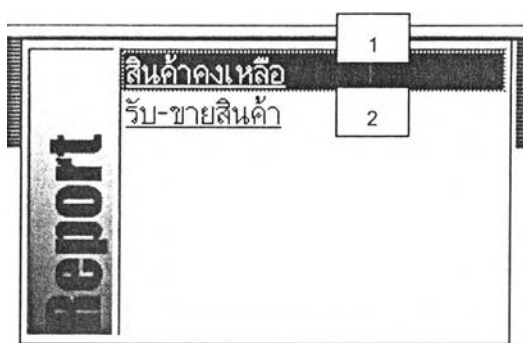
ถึงวันที่: 23/08/2003

แสดง คงเหลือ ยกเลิกการขาย ส่งคืน Sony ปรับจำนวนเพิ่ม ปรับจำนวนลด

ต่อไป

ปิด

สินค้า	จำนวน	อา	จ	อ	พ	พฤ	ศ	ส
MHC-RV20//Q TH1	4	23/02/03	24/02/03	25/02/03	26/02/03	27/02/03	28/02/03	01/03/03
MHC-RV5//Q TH1	4							
MHC-RV50//Q TH1	4							

REPORT

1= REMAINING STOCK, 2=RECEIVED-SOLD OUT PRODUCT

UPDATED STOCK

1=PRINTER, 2=PRODUCT GROUP SELECTING, 3=ALL, 4=PERIOD, 5=FROM, 6=TO, 7=PRODUCT TYPE SELECTING, 8=PRODUCT SELECTING, 9=LANGUAGE, 10=PAGE SETUP, 11=NO SERIAL NUMBER, 12= PRINT PREVIEW, 13=PRINT, 14=CANCEL

REMAINING STOCK REPORT

HUNG SENG ELEC.PART./U-THON 614 MOO 6 U-THO

รายงานสินค้าคงเหลือ

ณ วันที่ 23/08/2003 12:10:21

1	หมวด	2	หมวดย่อย	3	รหัสสินค้า	4	จำนวน	หมายเลข	5
	HF		H1		HCD-RV7//Q TH1		1.00	5003613	
					MHC-FL5DSW/QTH1		2.00	5005591	
								5005645	
					MHC-RV20//Q TH1		4.00	5000685	
								5002807	
								5005739	
								5005740	
					MHC-RV5//Q TH1		4.00	5022509	
								5025869	
								5025871	
								5025874	
					MHC-RV50//Q TH1		4.00	5001218	
								5001225	
								5003006	
								5003294	
					MHC-RV6//Q TH1		2.00	5012089	
								5012092	
					MHC-RV60//Q TH1		2.00	5000620	
								5000621	
					MHC-RV600D		1.00	5006675	
					MHC-RV900D		1.00	5005093	
					MHC-WZ8D//Q TH1		3.00	5003668	
								5003669	
								5003671	

1= CATEGORY, 2=SUB CATEGORY, 3=PRODUCT CODE, 4=QUANTITY, 5=SERIAL NUMBER

RECEIVED-SOLD PRODUCTS

รายงานประจำวัน		ภาษา:	
เครื่องพิมพ์		ไทย	
ชื่อ:	EPSON Stylus COLOR 480	ตั้งค่าน้ำกระดาน...	
ที่:	LPT1:		
เลือกกลุ่มสินค้า		Stock-In/Stock-Out	
<input type="radio"/> ทั้งหมด	จาก: HF	1	<input checked="" type="radio"/> รับสินค้า
<input checked="" type="radio"/> ช่วง	ถึง: HF	2	<input type="radio"/> ยกเลิกการขาย
		3	<input type="radio"/> ปรับสต็อกเพิ่ม
		4	<input type="radio"/> ขาย
		5	<input type="radio"/> ส่งคืนโซนนี้
		6	<input type="radio"/> ปรับจำนวนลด
เลือกสินค้า			
<input checked="" type="radio"/> ทั้งหมด	จาก:		
<input type="radio"/> ช่วง	ถึง:		
เลือกวันที่		<input checked="" type="checkbox"/> ตัวอย่างก่อนพิมพ์	
<input type="radio"/> ทั้งหมด	จาก: 01/07/2003	<input type="checkbox"/> บันทึกไฟล์ 7	
<input checked="" type="radio"/> ช่วง	ถึง: 31/07/2003		
		พิมพ์ ยกเลิก	

1=PRODUCT RECEIVED, 2=ORDER CANCELLATION, 3=INCREASED STOCK ADJUSTMENT, 4=SOLD OUT, 5=PRODUCT RETURN, 6=DECREASED STOCK ADJUSTMENT, 7=SAVE FILE

PRODUCT RECEIVED REPORT

HUNG SENG ELEC.PART./U-THON 614 MOO 6 U-THO

รายงานการรับสินค้า

ณ วันที่ 23/08/2003 12:17:04

หมวด	วันที่	รหัสสินค้า	จำนวน	หมายเลข
HF	01/07/2003	MHC-RV50//Q TH1	2	5001218 5001225
	03/07/2003	MHC-RV600D	2	5006675 5006677
HF	14/07/2003	LBT-XGV6//Q TH1	1	5001961
		MHC-RV900D	1	5005093
		MHC-WZ8D//Q TH1	1	5000991
		SS-XGV10R//QTH	1	
		SU-XGV10R//QTH	1	
HF	17/07/2003	MHC-WZ8D//Q TH1	2	5001600 5001602
HF	22/07/2003	MHC-RV20//Q TH1	2	5002689 5002807
		MHC-RV50//Q TH1	2	5003006 5003294
HF	26/07/2003	MHC-RV900D	1	5005552
HF	28/07/2003	MHC-WZ8D//Q TH1	1	5001997
		MHC-WZ8D//Q TH1	2	5002299 5002301

APPENDIX C
The Future Plan (Phase II)

Extranet Project (e-dealer project)

Phase II

1. A/C, Bookkeeping program add on.
2. Small Item spilt P/O: to improve speed of delivery at W/H
3. Other brand add on in e-dealer (Other brand?)
4. Printing warranty at e-dealer shop front.
5. Daily stock from e-dealer
6. Check stock by using Scanner (to value add the scanner at shop front: not only receive or sales function)
7. E-service job sheet at e-dealer shop front
8. E-payment (Three Party: Supplier I, Dealer, and Bank)

Job transfer

1. E-dealer helpdesk?
2. E-dealer implementation?

Sales analysis from e-dealer system

Correct e-dealer sales data in Power Play (I request K.Sumon to let K.Opas to learning in deeply technical detail for him to support sales data for marketing side)

1. Sales-in, Sales-out, Stock Report
2. Hot list model (analyze the quantity shortage for hot list model) for making data to support Saihan meeting

1. Improve e-dealer quality Schedule

Issue	PIC	Apr'03	May'03	Jun'03	Jul'03	Aug'03	Sep'03	Oct'03
Improve e-dealer quality - Clarify dealers' stock data in e-dealer system *Start clear stock & monitor 2 sites per week - Convince dealers to do correct process - Convince salesman to understand the more benefit - Inform Salesman & dealers for this program - Select the candidate (dealer grade A) - Plan to roll-out - Roll-out (2 sites per week) - Monitor & Evaluation		● 16 ● 18 23-30	5					

2. E-payment Schedule

Issue	PIC	Apr'03	May'03	Jun'03	Jul'03	Aug'03	Sep'03	Oct'03	Nov'03
E-payment - Keep requirements from concern person (Account Dept, Sales Dept, Dealers, Bank Asia, etc) - Design system - Develop system - Testing system - Prepare Manual - Training - Roll out to e-dealer		9-30	6-16	2		30	1-30 1-30	1-31 15-31	

3. E-dealer Stock Schedule

Issue	PIC	Apr'03	May'03	Jun'03	Jul'03	Aug'03	Sep'03	Oct'03
Collecting Daily Stock (Stock report in Power Play)								
- Design system (corporate with MSC)			1-15					
- Develop system (corporate with MSC)			16	30				
- Testing system (corporate with MSC)					1-15			
- Prepare Manual					1-15			
- Training					16-31			
- Roll out to e-dealer (updated program)						1	30	

4. Enhance Scanner Programme: Check and View Stock

Issue	PIC	Apr'03	May'03	Jun'03	Jul'03	Aug'03	Sep'03	Oct'03	Nov'03
Enhance scanner program: check & view stock									
- Enhance Palm program (corporate with MSC)			1-15						
- Enhance e-dealer program (corporate with MSC)			16	30					
- Testing system (corporate with MSC)					1-15				
- Prepare Manual					1-15				
- Training					16-3				
- Roll out to e-dealer (updated program)						1	30		

VITA

Mr. Chaiyos Indragumtornchai was born on March 9th, 1973 in Suphanburi, Thailand. He obtained his Bachelor degree in Chemistry Science from the Faculty of Science, Chulalongkorn University in 1994. He started to study for Master of Engineering and Master of Science in Engineering Management jointly offered by Chulalongkorn University and Warwick at The Regional Centre for Manufacturing Systems Engineering. At that same time, he was also working in Hung Seng Electric Limited Partnership.

