PULSE DASHBOARD™
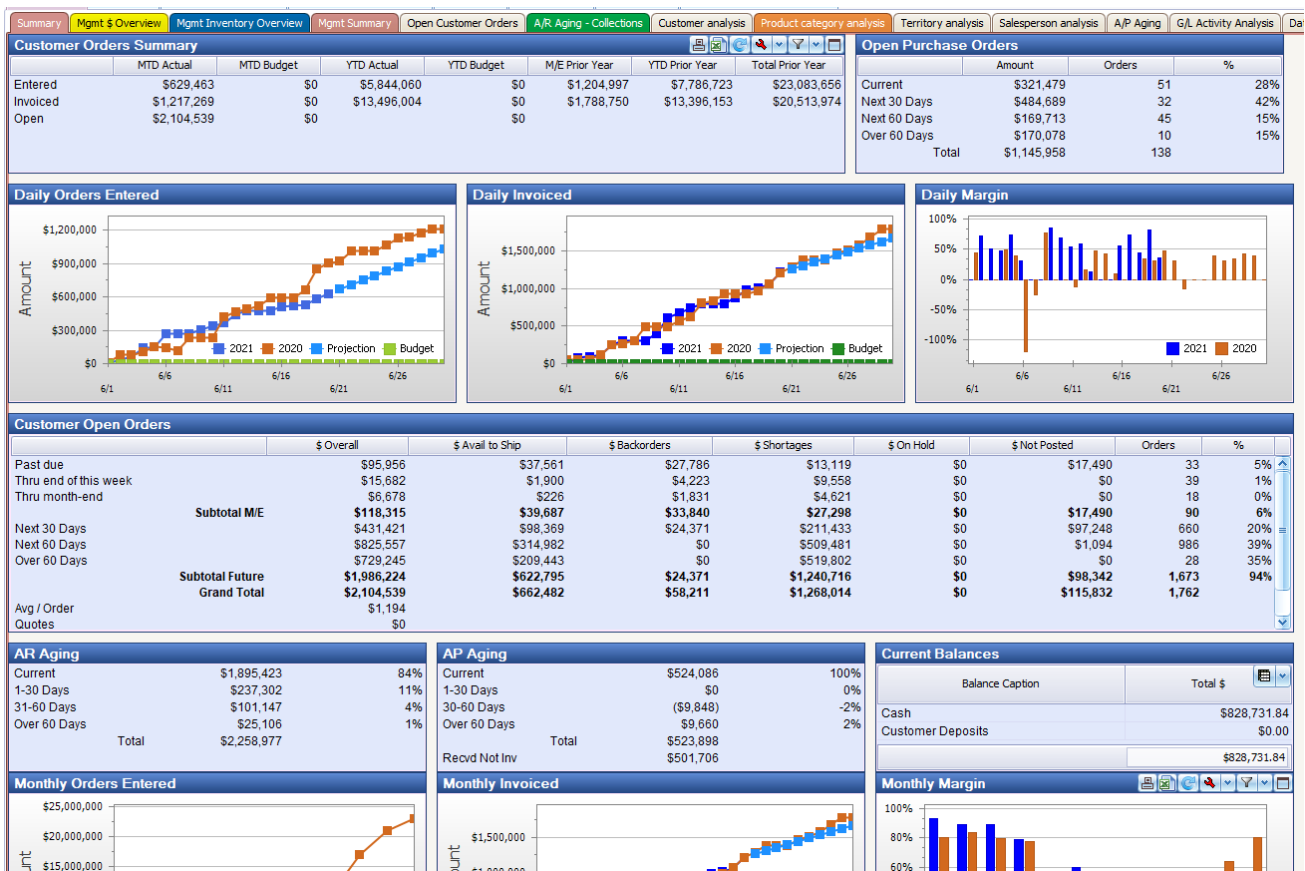### REALTIME DATA MANAGEMENT SUITE

Take charge of your business with PULSE Dashboard & Analytics Software

<u>Executive Module</u>

PULSE DASHBOARD is revolutionary software that lets you leverage your Macola® investment in a new way —with a real-time display of vital business metrics and detailed analysis with the click of a mouse. You can track critical factors for your business on-screen and in real time. Other Dashboard modules include Financial, Customer Service, Sales and Marketing, Inventory, Purchasing, Production, and Material Requirements.

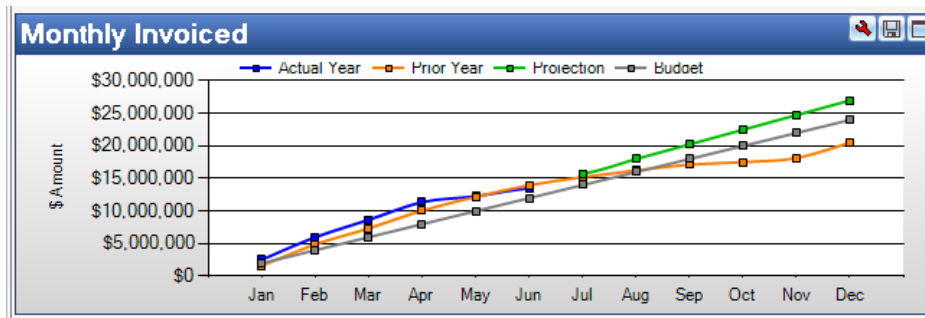## PULSE Dashboard adds value to your Macola® investment

- Manage with real-time data, on-screen, company-wide, all the time
- Important metrics not found in standard Macola® software
- One-click drill-down to view the underlying details
- One-click report writer to select the report columns you need
- Export all data to Excel/printer/PDF/e-mail
- Installation & training in an afternoon

The Executive module offers:

- Customer bookings & shipments tracking for this year vs. last year vs. budget
- Sales margin tracking
- Orders to be shipped by the end of the month to maximize revenue
- Aging of A/R, A/P and purchase orders
- Key balance sheet accounts monitoring
- General ledger expense account monitoring
- Custom Tabs for tracking the performance of critical customers, product categories, salespersons, sales territories, etc.

Track sales & bookings by day/month vs. last year vs. budget

Focus your attention on orders to be shipped to maximize sales

To maximize your monthly sales, you must know the status of each unshipped order. PULSE Dashboard allows you to focus on unshipped orders.

Open Customer Orders

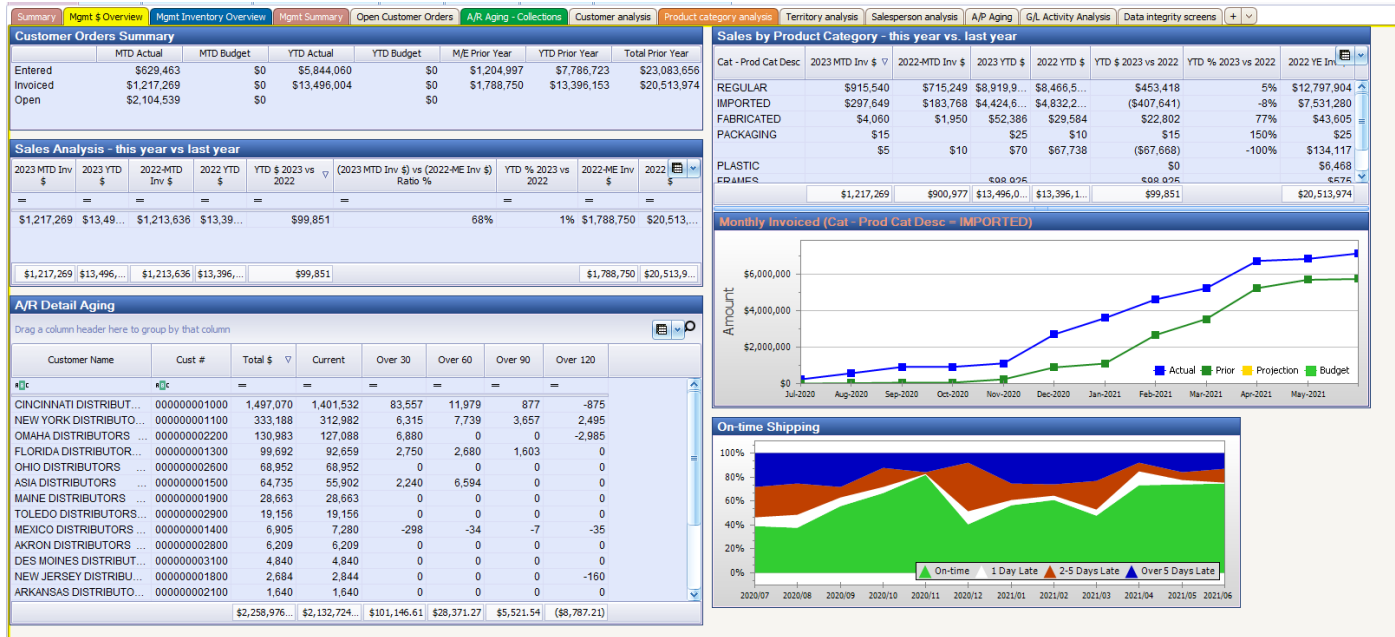|	$ Overall	$ Avail to Ship	$ Backorders	$ Shortages	$ On Hold	$ Not Posted	Orders	%
Thru Today	$97,193	$37,597	$28,566	$13,540	$0	$17,490	36	5 %
Tomorrow thru M/E	$21,082	$2,090	$5,274	$13,717	$0	$0	53	1 %
Subtotal M/E	$118,274	$39,687	$33,840	$27,257	$0	$17,490	114	
Next 30 Days	$431,421	$98,369	$24,371	$211,433	$0	$97,248	660	21 %
Next 60 Days	$825,517	$314,982	$0	$509,440	$0	$1,094	985	39 %
Over 60 Days	$729,245	$209,443	$0	$519,802	$0	$0	28	35 %
Subtotal Future	$1,986,183	$622,795	$24,371	$1,240,675	$0	$98,342	1,652	
Grand Total	$2,104,457	$662,482	$58,211	$1,267,932	$0	$115,832	1,760	
Avg $ / order	$1,196							
Quotes	$0							

Accounts Receivable collections made easy

No more yellow Post-It notes for reminders and tracking. When calling customers to ensure timely payment, you know how tedious it can be to document a collections phone call and know when to call back if payment was not made. You can even e-mail the customer a statement while on the phone with them.

AR Aging - detail

Drag a column header here to group by that column

Cust #	Customer Name	Default AR Terms Cd	Cust Avg Pay Ytd	Cust Phone #	Cust Contact	Cust Collection Notes	Follow-up Dt	Cust Cr Lmt	Inv $	Current
000000001100	NEW YORK DISTRIBUTORS	... N45	75	5136...	ERIN...	Call custoemr back with freight info	7/31/2023		$333,188.46	$258,22
000000002800	AKRON DISTRIBUTORS	... N30	69	2068...	JOHN...	New person in A/P - 8-2-22 - mentioned that we ar...	8/31/2022		$6,208.85	$5,40
000000001000	CINCINNATI DISTRIBUTORS	... N30	54	8777...	CUST...		2/5/2020	1000	$1,497,069.64	$1,265,87
000000003100	DES MOINES DISTRIBUTORS	... N30	44	5104...					$4,840.27	$4,33
000000002900	TOLEDO DISTRIBUTORS	... N30	45	6505...	GING...				$19,156.40	$17,31
000000002700	SAN DIEGO DISTRIBUTORS	... N30			AIME...				($1,166.48)	$
000000002600	OHIO DISTRIBUTORS	N30	97	6466...	MARY...				$68,951.62	$68,95
000000002300	CHICAGO DISTRIBUTORS	... N30	44	4198...	DAVI...			60000	$118.62	$1,46
000000002200	OMAHA DISTRIBUTORS	... N45	85	8008...				50000	$130,983.16	$82,59
000000002100	ARKANSAS DISTRIBUTORS	... N30	32	8026...	LYNN...	[leahyconsulting 2/12/2020] Check is in the mail.			$1,640.48	$1,64
000000002000	KENTUCKY DISTRIBUTORS	N30	56	6089...	LISA...				($1,191.60)	$

Custom Tabs

In addition to the standard screens, you can create your own custom tabs by copying and pasting them into a blank tab. This allows you to pinpoint the performance of selected customers, product categories, locations, salespersons, territories, etc.
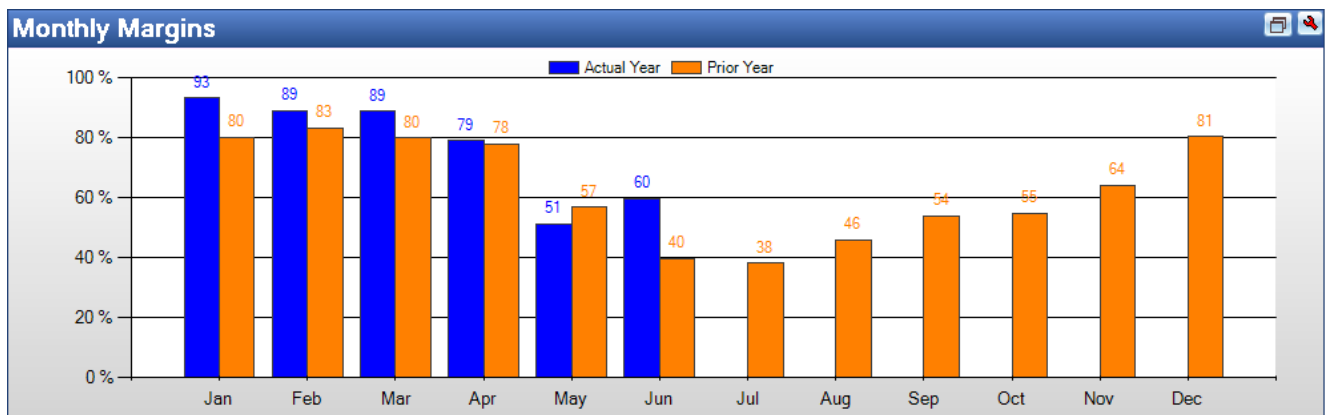

Expense Account monitoring

You select the accounts you want to monitor. You can drill down into the details, choose the columns to be displayed, and print/export to Excel/e-mail the results.

Enlarge graphs for better viewing

Monitor orders booked & shipped in real-time by day

Customer Orders - Jun, 2021

Entered		Invoiced			
$ Amount	Orders	$ Amount	Orders	Credit Memo $	Day
					1
$38,176	53	$84,425	35	$0	2
$22,561	25	$11,235	12	$0	3
$79,804	35	$19,498	24	$0	4
$8,617	13	$135,216	34	$0	5
$120,573	22	$57,804	36	($1,292)	6
					7
					8
$34,680	46	$97,172	27	($588)	9
$35,136	28	$211,405	37	$0	10
$23,405	31	$58,585	25	($597)	11
$80,100	14	$64,355	35	$0	12

PULSE Dashboard offers One-click drill-down and custom report writer

Pulse offers a "One-click drill-down" on any screen or graph to view supporting details. The "One-click custom report writer" allows users to quickly add or remove columns, change sorting, and export the results to Excel/printer/PDF/e-mail in seconds. Anyone in your company can now generate custom views.

For more information on any of our PULSE family of Macola® add-on software products, call (513) 723-8091

Leahy Consulting is an independent ERP consulting company with over 30 years of experience supporting and optimizing the Macola® ERP software. Leahy Consulting is not associated with ECi® Software.

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Independent ERP and Macola® Specialists
Expert Support/Optimization for 25 years
Developer of Pulse Dashboard software