

# The Main Page

The screenshot shows a web application interface for managing quotes and orders. At the top, there are six main navigation tabs: 1. NEW QUOTE/ORDER, 2. NEW CUSTOMER, 3. AVAILABILITY, 4. CASH RECEIVED, 5. STATEMENT, and 6. PRODUCT DATA. Below these, there are two main sections. The left section, labeled 7, has a 'SELECT ONE' dropdown menu with options: CUSTOMER, ORDER, LOAD, VARIETY, and QUOTE. A list of customer IDs (000869-cske, 000932-cske) is shown next to it, with a 'CHOOSE' button below. The right section, labeled 9, is a form for editing an order. It includes fields for Order # (000869-cske), Customer (CSKE-SKEMP SQUARED ACRES, with a dropdown arrow), Corn Discount (15), Alfalfa Discount (0), Soybean Discount (15), Inoculant Discount (0), Early Order (YES selected), and Additional Discount (3000). There is a 'Thanks for your order!' message and a 'Customer Memo' field with an 'UPDATE' button. At the bottom, there is an 'ORDERS' table with columns: CUSTOMER, ORDER, AMOUNT, VARIETY, GRADE, RETAIL, STATUS, DATE, LOT, and LOAD. The table contains five rows of order data. Callouts 10-15 point to specific elements: 10 points to a dropdown arrow in the table header; 11 points to a question mark icon in the VARIETY column; 12 points to 'Add to Order' and 'Show All' links; 13 points to the 'LOAD' column header; 14 points to a plus sign icon in the ORDER column; and 15 points to a plus sign icon in the VARIETY column.

- 1 Allows creation of new quote. You can convert that quote into an order once reviewed (see pages 2-5).
- 2 Allows you to add a brand new customer.
- 3 Shows availability of all products in real time.
- 4 Shows what cash has come into your account.
- 5 Shows current statement.
- 6 This takes you to variety selection page. Here you can compare Renk products to other products with no restrictions.
- 7 Click a category to pull up a list of selectable items for section 8. For example, clicking on Customer will bring up a list of customers in section 8.
- 8 A selectable list that you are able to edit in section 9 and display line items in the orders section at the bottom part of the window.
- 9 Allows for easy editing of category selected in section 8.
- 10 Click on any down arrow symbol to sort orders by column.
- 11 Displays a list of grass and alfalfa seed with Renk code next to it (see page 4).
- 12 Allows you to add on to an existing order.
- 13 Shows all of your orders.
- 14 Brings up your order slip for display and printing (see page 5).
- 15 Allows you to modify an order (see pages 4).

# Quote Page

Order #  **1**

Customer

Customer Memo  **2**

Corn Unit Discount  **3**

AMOUNT	CORN	GRADE	SPECIAL DISCOUNT
<input type="text" value="50"/>	<input type="text" value="RK596SSTX"/>	<input type="text" value="23F"/>	<input type="text" value="12"/> <b>4</b>
<input type="text" value="100"/>	<input type="text" value="RK578SSTX"/>	<input type="text" value="23F"/>	<input type="text"/>
<input type="text"/>	<input type="text" value="RK212GT"/>	<input type="text" value="23F"/>	<input type="text"/>
<input type="text"/>	<input type="text" value="RK212GT"/>	<input type="text" value="23F"/>	<input type="text"/>
<input type="text"/>	<input type="text" value="RK212GT"/>	<input type="text" value="23F"/>	<input type="text"/>
<input type="text"/>	<input type="text" value="RK212GT"/>	<input type="text" value="23F"/>	<input type="text"/>

Alfafa Unit Discount  **5**

AMOUNT	ALFALFA	GRADE	SPECIAL DISCOUNT
<input type="text"/>	<input type="text" value="BMR SORAN"/>	<input type="text" value="NA"/>	<input type="text"/>
<input type="text"/>	<input type="text" value="BMR SORAN"/>	<input type="text" value="NA"/>	<input type="text"/>
<input type="text"/>	<input type="text" value="BMR SORAN"/>	<input type="text" value="NA"/>	<input type="text"/>
<input type="text"/>	<input type="text" value="BMR SORAN"/>	<input type="text" value="NA"/>	<input type="text"/>

Soybean Unit Discount  **5**

AMOUNT	SOYBEAN	GRADE	SPECIAL DISCOUNT
<input type="text" value="1"/>	<input type="text" value="RS224NR2"/>	<input type="text" value="MC"/>	<input type="text"/>
<input type="text" value="30"/>	<input type="text" value="RS224NR2"/>	<input type="text" value="U"/>	<input type="text"/>
<input type="text"/>	<input type="text" value="RS033R2"/>	<input type="text" value="U"/>	<input type="text"/>
<input type="text"/>	<input type="text" value="RS033R2"/>	<input type="text" value="U"/>	<input type="text"/>
<input type="text"/>	<input type="text" value="RS033R2"/>	<input type="text" value="U"/>	<input type="text"/>

Inoculant Unit Discount  **5**

AMOUNT	INOCULANT	GRADE	SPECIAL DISCOUNT
<input type="text"/>	<input type="text" value="XX1701"/>	<input type="text" value="NA"/>	<input type="text"/>
<input type="text"/>	<input type="text" value="XX1701"/>	<input type="text" value="NA"/>	<input type="text"/>
<input type="text"/>	<input type="text" value="XX1701"/>	<input type="text" value="NA"/>	<input type="text"/>

Early Order  YES  NO **6**

Additional Discount  **7**

**8**

## To make a quote from the Main Page, select New Quote/Order.

The quote page allows you to create a quote between you and your customer. Because it is between you and your customer make sure that it works into the framework of what the company will charge you for seed.

The quote page allows discounts to be applied by product type, individual variety and even globally. All discounts need to be put in as dollars not percent. Discounts are applied based on sales volume units (i.e. corn, alfalfa = 1 unit; soybeans, grass = 1/5 unit, etc...) Keep that in mind when inputting discounts.

Once you have filled in the quote page and pressed the **Continue to Proofing Page** button it will bring up a proofing screen with the pricing calculated based on your inputs.

### Quote Page Highlights

- Each quote needs a unique order number to be complete. If it's not a unique order number, you will get a 'duplicated2 key' error when you hit the Continue to Proofing Page button.
- Memo box is there for customer/dealer use. The office does not have access to it - please do not leave notes for the office.
- Corn unit discount will apply a set amount of dollars to all corn products.
- By putting a dollar amount in here, you will subtract that many dollars from each unit directly from the associated product. You can customize pricing by variety here.
- Will apply a set amount of dollars to either alfalfa, soybean, or inoculant products based on which box you have entered amount into. Price is based on Renk's volume system (i.e. corn, alfalfa = 1 unit, soybeans, grass = 1/5 unit, etc...).
- Allow for early order discount.
- Allows adding a gross dollar discount to order.
- Click "Continue to Proofing Page" to complete your quote.

# Proofing Page

On the proofing page, you can see what your quote looks like with discounts factored in. Check pricing very carefully to make sure this is what you want to charge your customer.

You can make changes to your quote if you have any errors or omissions. Simply make the corrections and push the update button. This will refresh the page with the updated information and calculations.

Order # 000869  
 Customer CSKE-SKEMP SQUARED ACRES,   
 Thanks for your order !  
 Customer Memo  
 Corn Unit Discount 15

AMOUNT	CORN	GRADE	SPECIAL DISCOUNT	RETAIL	NET PRICE	SUBTOTAL
50	RK596SSTX	23F	12	\$362.00	\$335.00	\$16,750.00
100	RK578SSTX	23F	12	\$348.00	\$321.00	\$32,100.00
	RK212GT	23F		\$236.00	\$221.00	\$0.00
	RK212GT	23F		\$236.00	\$221.00	\$0.00
	RK212GT	23F		\$236.00	\$221.00	\$0.00
	RK212GT	23F		\$236.00	\$221.00	\$0.00

Alfafa Unit Discount

AMOUNT	ALFALFA	GRADE	SPECIAL DISCOUNT	RETAIL	NET PRICE	SUBTOTAL
	BMR SORAN	NA		\$71.00	\$71.00	\$0.00
	BMR SORAN	NA		\$71.00	\$71.00	\$0.00
	BMR SORAN	NA		\$71.00	\$71.00	\$0.00
	BMR SORAN	NA		\$71.00	\$71.00	\$0.00

Soybean Unit Discount 15

AMOUNT	SOYBEANS	GRADE	SPECIAL DISCOUNT	RETAIL	NET PRICE	SUBTOTAL
1	RS224NR2	MC		\$3,350.00	\$3,200.00	\$3,200.00
30	RS224NR2	U		\$53.00	\$50.00	\$1,500.00
	RS033R2	U		\$53.00	\$50.00	\$0.00
	RS033R2	U		\$53.00	\$50.00	\$0.00
	RS033R2	U		\$53.00	\$50.00	\$0.00

Inoculant Unit Discount

AMOUNT	INOCULANT	GRADE	SPECIAL DISCOUNT	RETAIL	NET PRICE	SUBTOTAL
	XX1701	NA		\$93.00	\$93.00	\$0.00
	XX1701	NA		\$93.00	\$93.00	\$0.00
	XX1701	NA		\$93.00	\$93.00	\$0.00

Gross Amount: \$53,550.00  
 Early Order: \$498.00  
 Additional Discount: \$3,000.00  
 Net Due: \$50,052.00

PAYMENT TYPE:	JOHN DEERE CREDIT	CASH
If Paid by September 30th, 2014	\$47,048.88	\$45,046.80
If Paid by October 31st, 2014	\$47,549.40	\$45,547.32
If Paid by November 30th, 2014	\$48,049.92	\$46,047.84
If Paid by December 31st, 2014	\$48,550.44	\$46,548.36
If Paid by January 31st, 2015	\$49,050.96	\$47,048.88
If Paid by February 28th, 2015	\$49,551.48	\$47,549.40
If Paid by March 31st, 2015	\$50,052.00	\$48,049.92
If Paid by June 30th, 2015	\$50,052.00	\$50,052.00

Convert to Order (click on check box and then hit update button to convert quote to order)

## How to Make Your Quote into an Order

If you want to turn this quote into an actual order you simply check the convert to order check box and push the update button.

## Order Modifying

<b>Amount</b>	<input type="text" value="62"/>
<b>Variety</b>	<input type="text" value="RS213NR2"/>
<b>Grade</b>	<input type="text" value="PC"/>
<b>Order Number</b>	<input type="text" value="000931-cske"/>
<b>Customer</b>	<input type="text" value="CSKE-CLARK, BILL"/>
<b>Special Discount</b>	<input type="text" value="0"/>
<b>Fill in boxes below to split some of order into a different one</b>	
<b>Split Amount</b>	<input type="text" value="10"/>
<b>Order Number</b>	<input type="text" value="000932-cske"/>
<b>Customer</b>	<input type="text" value="CSKE-MILLER, TRAVIS"/>
<b>Special Discount</b>	<input type="text" value="0"/>
<input type="button" value="Finish"/>	

Individual varieties can be adjusted here.

An order can have its variety, grade, order number, customer and special discount changed. Also by filling in the blue lettered section, an order can be split into two and moved to a different customer and order number if so desired. An order number and customer name must be entered before trying to split an existing order.

*The program does restrict what a user can do. Any shipped varieties can only have their order number, customer and special discount changed. If you try to add more than the original amount to an order, the added amount will be assigned the current date to protect availability priority.*

## Grass & Alfalfa Codes

<u>CODE</u>	<u>NAME</u>	<u>CODE</u>	<u>NAME</u>	<u>CODE</u>	<u>NAME</u>
30302	TRU-BLUE	30405	RADISH CLOVER MIX	30627	TREE FOIL
30304	CLEARGOLD	30406	RIPPER RADISH	30643	BMR SORAN
30305	SOLARGOLD	30600	TITAN TIMOTHY	30644	SSH102
30306	SPRINGGOLD	30601	MTN PAST MIX	30645	SSH105B
30307	PUREGOLD	30603	ORCHARD	30673	PERENNIAL RYE
30308	TWOGOLD	30610	ITALIAN RYE	30676	MEADOW BROME
30315	SUMMERGOLD	30620	RED CLOVER	30677	FESTULOLIUM
30355	FORAGEGOLD	30621	PGI 44 RED CLOVER		
30402	RADISH HEMP MIX	30624	RGS 500		
30403	TILLAGE ROOT MAX	30625	TALL FESCUE		
30404	TILLAGE SUN HEMP	30626	TEFF GRASS		

# Order Display Page



ORDER DATE: 10/7/14  
 CUSTOMER: SKEMP SQUARED ACRES  
 123 MAIN STREET  
 YUBA, WI 54634  
 555-555-1515

ORDER: 000869-cske  
 DEALER: SKEMP SQUARED ACRES  
 123 MAIN STREET  
 YUBA, WI 54634  
 555-555-5555

Thanks for your order !

AMOUNT	VARIETY	GRADE	UNITS	RETAIL	PRICE	SUBTOTAL
100	RK578SSTX	23F	100	\$344.00	\$317.00	\$31,700.00
50	RK596SSTX	23F	50	\$358.00	\$331.00	\$16,550.00
1	RS224NR2	MC	10	\$3,350.00	\$3,200.00	\$3,200.00
30	RS224NR2	U	6	\$53.00	\$50.00	\$1,500.00
181			166			\$52,950.00

EARLY ORDER \$498.00

\*Variety and grade are dependent on supply

SPECIAL DISCOUNT \$3,000.00

GROSS \$49,452.00

\*Retail and Price may be subject to Geographical Zone pricing- make sure customer zip code is correct

PAYMENT TYPE:	JOHN DEERE CREDIT	CASH
If Paid by September 30th, 2014	\$46,484.88	\$44,506.80
If Paid by October 31st, 2014	\$46,979.40	\$45,001.32
If Paid by November 30th, 2014	\$47,473.92	\$45,495.84
If Paid by December 31st, 2014	\$47,968.44	\$45,990.36
If Paid by January 31st, 2015	\$48,462.96	\$46,484.88
If Paid by February 28th, 2015	\$48,957.48	\$46,979.40
If Paid by March 31st, 2015	\$49,452.00	\$47,473.92
If Paid by June 30th, 2015	\$49,452.00	\$49,452.00

Seed Handler Deposit= \$650.00

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