



VISCO Software for Importers

Features & Benefits

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VISCO Software for Importers

Introduction

Thank you for your interest in VISCO. Picking up this document represents the first step on your journey to a better way of doing business. VISCO is designed to provide a comprehensive view of the financial and logistical information that is the life- blood of your importing business. That translates into many things, but the three chief functions of VISCO are costing, supply chain visibility, and customs compliance (generation and management of the documents required for the importation of goods).

“Our approach to the development of VISCO was from the sales, financial and logistic perspectives...” says Vice President of Sales, Tim Peck, “...Rather than beginning with a system for record keeping and accounting; then trying to incorporate inventory tracking and financial analysis, we completely reversed the development process.”

From customer inquiries through final delivery/ receipt, VISCO was designed specifically to address the distinctive needs of importers. We have bridged

A “venture” is a purchase order shipment of one product
A container may hold one or many ventures

the gap between the four traditional silos in the importer’s organization: sales & purchases, logistics, inventory, and finance. We offer sophisticated financial analysis tools, easy to understand inventory position across the entire supply chain (at source, in-transit, delivered/received), as well as automated documentation and detailed shipment tracking. The movement of goods and associated financial information is tracked at the purchase order shipment level. Actual and accrued costs are applied to inbound shipments in-transit, allowing for progressively more accurate dynamically-generated projections of landed cost. VISCO posts sales against specific inventory to produce profitability information at the shipment level. The system also allows for flexible product specifications & analysis, and matches customer requirements to vendor specifications to assure accurate order fulfillment.

Iterations of VISCO have been in use since the project was begun as a custom application in 1990. Over the last 18 years, our developers have logged tens of thousands of hours refining and enhancing the system. Today’s VISCO 3.1 is a fully Web-Based application, utilizing a SQL backend. Our use of Microsoft’s .NET Architecture will ensure that the system will remain fully scalable for many years to come. Additionally, by design the system is available at the semi-customized industry specific level. This means that a customer will see a package that incorporates the terms and information relevant to their specific industry vertical. Further customization is available to provide the terms and information specific to each company.

What is a venture?

- A venture is a purchase order shipment of one product. It is the heart of our logistics inventory, and financial tracking.
- A venture is used to track inventory, calculate costs, and to fulfill sales orders.
- A container may hold one or many ventures.
- A venture may be used in part or in whole to fulfill an order.

The Top Ten Reasons Companies Are Buying VISCO

1. VISCO revolutionizes Landed Costs!

The “landed cost” provided by the vast majority of systems marketed to importers is calculated with data collected from completed transactions over a period of time (Q1, Q2, etc.). This produces an average landed cost for the time period. VISCO’s Latest Projected Cost feature calculates landed costs at the single shipment level while the venture is in-transit. It is as close to real-time as you can get. Using the original purchase price as a base, VISCO users apply additional costs (like freight, insurance, etc.) while the venture is in-transit. These costs may be drawn from invoices you’ve received, or you may accrue for costs you anticipate (changing to actual costs as they become known). You will never have to rely on average costs again! This gives you the ability to know that the pricing you give your customers will always produce a profit.

2. VISCO revolutionizes Profitability!

We will configure VISCO to your current inventory method, whether FIFO or LIFO. VISCO will allocate goods automatically according to the default method you choose, or you can manually match exact inventory to a customer order if necessary.

Whichever method you use, VISCO always knows exactly what inventory was matched with a sale. And when we match specific inventory (and its Latest Projected Cost) to a sales order, we get instant profitability! Our Venture Analysis page shows all this and more: sales to date; cost of sales; gross profit to date, gross profit as a percentage of sales, inventory value and more. You always have everything you need to know to understand profitability at the click of your mouse!

3. VISCO shows you what’s over the horizon!

Whether the importer’s typical transaction is direct-to-

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inventory or direct-to-customer, one of the most significant challenges is inventory visibility. One of the most powerful reports in VISCO is called the Product Position Sheet. Product Position is a view of all the shipments of a product currently in your supply chain. Generated using MS Excel, this report shows inventory “at source”, “in-transit”, as well as what has been received in your warehouse(s). Product Position will also indicate which shipments are going direct-to-customer, and the corresponding sales order to which the shipment is matched. You will always know what you have to sell, and a clear picture of what you need to order.



4. VISCO bridges the gap between organizational silos!

The typical importing organization has no easy/efficient way to share information between departments. Sales & Purchases, Logistics, Inventory, and Finance are completely separate processes, often using different, unconnected software applications. VISCO bridges these gaps in two ways: 1) All the information is stored in the same database, so the same information can be easily accessed across your organization. This allows your team to be completely in sync, and results in extreme increases in operational efficiency. 2) The VISCO database structure enables us to recreate the relationships in the application that already exist in the real world, such as the one between Sales & Purchases and Logistics. That is how we can produce Latest Projected Costs and Profitability so accurately.

5. VISCO bridges the gap between your organization and the outside world!

Today's importers are constantly on-the-go and the ability to connect with back-office applications is crucial. Whether your implementation is VISCO Network or VISCO Web Service, the application always runs in a browser. This enables us to set up access for your team from any computer with an internet connection. Your sales team always knows in real-time what they have to sell and can even answer many customer service inquiries from a client's office or a hotel room without needing to talk to other staff. Does traveling to Asia leave you out of the loop with your home office? Log into VISCO 24/7/365. You may even set up customer or vendor access. You always have the information you need to be successful at the click of a mouse!

6. VISCO eliminates double-entry!

Well over 90% of the importers who call us for help use a combination of a standard accounting package and multiple spreadsheets to manage their importing operation. We've already seen how that kind of disjointed approach severely limits the ability to leverage information. But there is another danger to this as well: in addition to wasting time, relying on human entry of the same data multiple times across multiple applications almost guarantees errors at some point. VISCO eliminates double entry!

7. VISCO matches customer specifications with ventures!

If you use Certificates of Analysis, you know that the ability to match customer specs with inventory is crucial. This is one of the most complex processes an importer manages. Chemicals, food, electronics, and metals are high priced products so mistakes can be very costly. VISCO will automate the management of specs both from the vendor and customer perspectives. When it comes to matching actual inventory with a sales order, VISCO will not allow allocation of goods that are out-of-spec without a manual override. You never have to deal with the pain of returns or

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adjustments due to out-of-spec deliveries again!

8. VISCO can prepare all your documents!

VISCO is heavily integrated with Microsoft Office. We generate sales orders, purchase orders, invoices, and other documents using MS Word and MS Excel. We can also generate specific forms required by US Customs and Border Protection for companies who do their own brokering. These documents are all generated using information drawn directly from the VISCO database with no double entry!

9. VISCO manages all your pre-order processing!

Do you work with inquiries, quotes, and offers? VISCO enables each of these to be created and tracked inside the system. They may be assigned to individuals on your team for follow up and resolution by an expiration date of your choice. Your team will use this powerful tool to ensure that no opportunity slips through the cracks!

10. VISCO is custom software at an off-the-shelf price!

VISCO is the result of a custom software development project. The original application was developed over the course of ten years. This kind of process would be out of the question (financially) for any of the customers we now serve. When we productized the application, our goal was to give our customers the benefit of the vast importing experience that went into the original application without the multi-million dollar investment. We also wanted to build a tool that would be malleable enough to be relevant in multiple industries and that's why we have such an extensive configuration process. Finally, we wanted user companies to be able to customize VISCO should they desire, for a truly custom solution at an off-the-shelf price!



The VISCO 3.1 Advantage

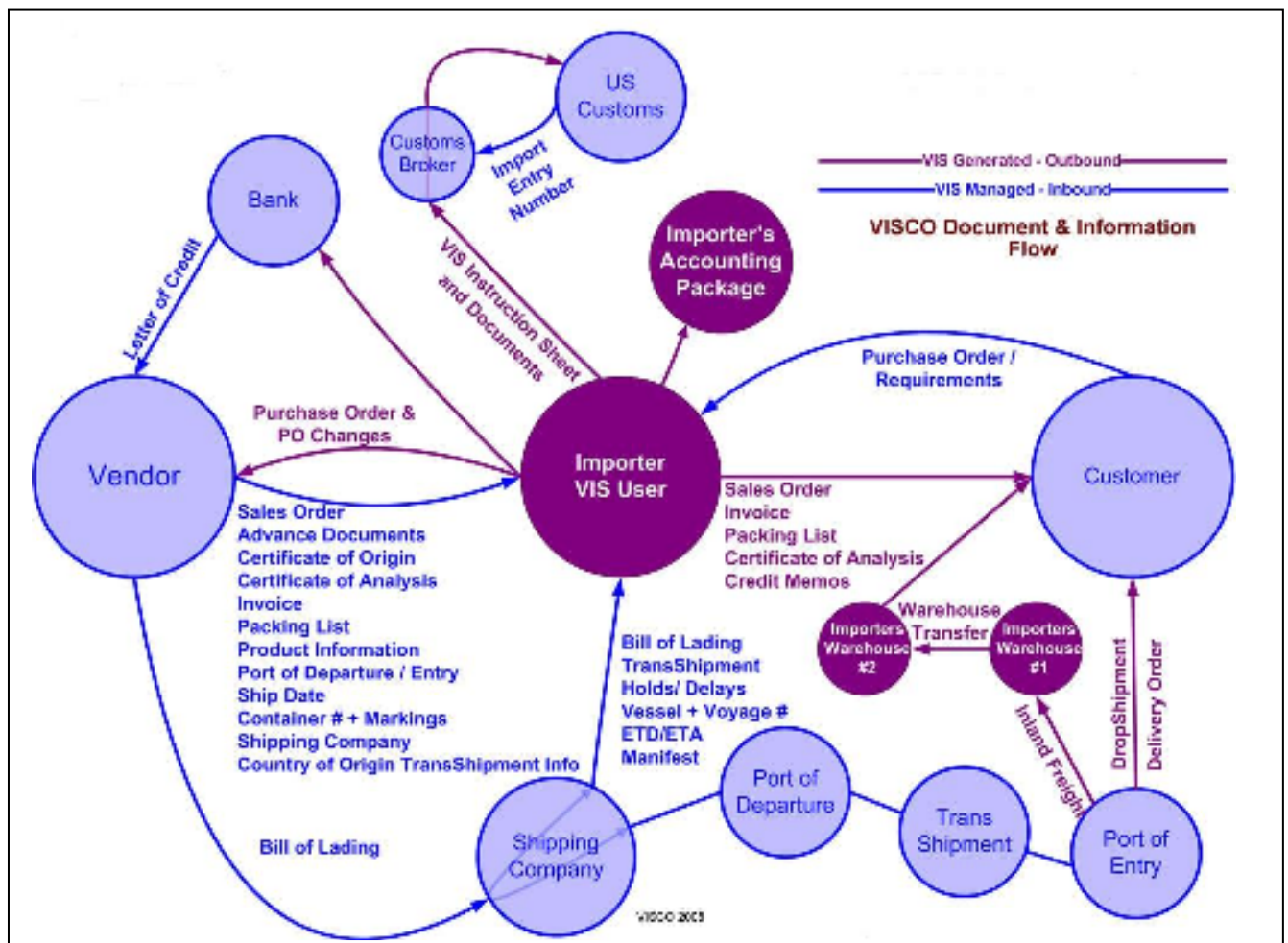
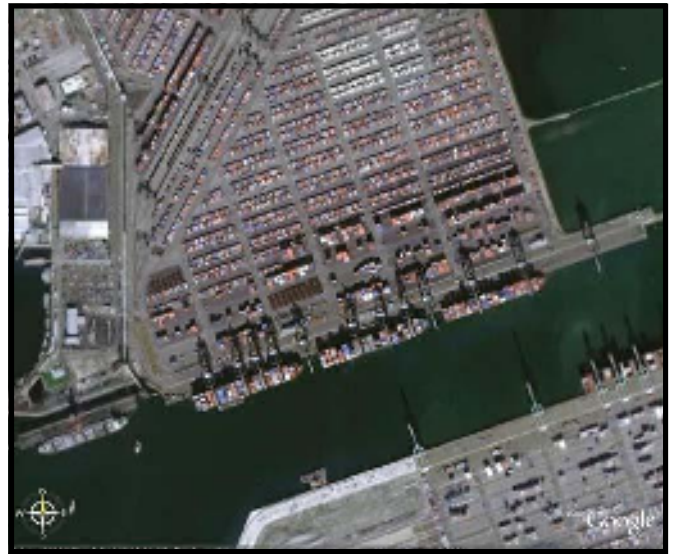
With the new features and enhancements made to VISCO 3.1,
our users can operate faster and more efficiently.

1. Inventory Adjustment – Automated ability to adjust inventory due to damaged goods, physical count, samples, etc. Audit trail to track nature of adjust, which use made and an explanation as to why the adjustment was made.
2. Automatic Back Order Creation – When supplier's short ship, VISCO can automatically create a back order for the remaining quantity which can be shipped later. This saves users the time of creating the back order manually and eliminates the chance for user error.
3. Alerts – System warnings to alert users to potential problems before they happen. Examples include:
 - An Alert when shipments are arriving late so customers can be alerted.
 - An Alert when inventory levels dip below a safety stock, so buyers can react by placing orders with suppliers to avoid a shortage situation.
4. Custom Reporting Options – Custom reports can be accessed through the system saving users time and energy by putting key information at their fingertips.
5. Batch Printing – Save time by printing documents in batches on your time, not necessarily when the documents are generated.
6. Pre-Allocation – Earmark specific inbound quantities for customers prior to the goods actually being allocated and shipped. The result is an increase in control over inventory even before goods are shipped.
7. Faster Order Entry for Drop Shipments – Automatically generates Purchase Orders from the Sales Order screen and have them automatically matched to each other. This saves the user several steps in creating and matching orders for shipments direct to the customer.
8. Tighter Security for Sales Reps, Suppliers & Agents – Have your vendors, sales reps and agents use VISCO without the fear of them seeing something they shouldn't. You now have the ability to assign "Default Traders" to customers and vendors. The default trader is associated with the user ID and when that user logs in, they are only getting access to the accounts they are assigned.
9. Product Customer Vendor Snap Shots – Now from the product, customer, vendor screens, you are able to view and Add new any of the other entities for a better overall picture of how these entities tie together.
10. US Customs RSS Feed – VISCO users have the opportunity to stay on top of changes in the importing industry. Now, from the homepage, we are streaming real-time news feeds directly from US Customs.
11. Re-Order Point – Be sure you are able to meet customer demand by placing a re-order point for a product. This can also be incorporated into various reports therefore helping you to calculate when to place an order with suppliers and how much to order.
12. Skins – Customize the look and feel of your VISCO system. The new skins give you the option to add a logo and Change the color of the interface itself.
13. Email PDF Documents – Make sure that networks partners, customers and vendors are not modifying your docs by emailing PDF versions directly from VISCO.
14. Inventory & Financial Picture from Within the Product Screen – Sales people can get a snapshot all from one screen. Now, from the product screen you are able to get sales history, purchase history, inventory availability, financial history (including profit), as well as quote history, offer history (inbound quotes from suppliers), and sample tracking all from one screen.
15. Clear Entries through VISCO at dramatically Lower Cost – VISCO has partnered with TRG Direct to allow users to automatically pull container information from VISCO into TRG Direct's filing system to lower Entry Fees.

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Information Flow

Whether managing system-generated information, or data from outside sources such as Vendors and Customers, Information Flow is at the heart of VISCO Software for Importers. The chart below demonstrates some of the types of information, documents and images VISCO tracks, but it is important to understand that there is virtually no limit to the kinds of information the system can receive, track, and manage. VISCO is fully scalable, and plans for future integration with systems that utilize such technologies as Optical Character Recognition (OCR) and Radio Frequency Identification (RFID) are on the drawing board.



Sales & Purchasing Elements

Summary

As already discussed, VISCO was designed to store vast amounts of information. One of the most interesting and valuable ways that plays out is on the product creation/maintenance screen below. In addition to extensive physical product characteristics, VISCO stores financial information on the product, Harmonized Tariff Schedule numbers, logistics information, product images, spec sheets, and any other documentation you need. The middle row of tabs on this screen provides access to information on every sale or purchase of this product ever made, including links to the actual sales order or purchase order. Any inquiries, quotes, or offers that have been generated for this

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product will appear here as well. Similar functionality is provided for customers, vendors, and manufacturers in those sections of the system.

Pre-Order Processing

Creating a transaction in VISCO can begin with pre-order processing. VISCO easily tracks customer (and potential customer) inquiries, the quotes that are generated in response, and who on your team is responsible for following up to complete the sale. On the vendor side, VISCO tracks price lists as well as vendor quotes on single products (sales & specials).

Sales Order & Purchase Order

The VISCO Sales Order and VISCO Purchase Or-

Visco - Product Maintenance - Microsoft Internet Explorer

Product Id: CLEARFILM250

Active Product: ☒ Yes ☐ No

Product Code: 3362

Last Changed On: 11/02/2006

By: jordan

Update Cancel

General Tariff Logistics Information Comments Synonyms Mixture Product Groups Documents and Images

Customers Vendors Manufacturers Sales Purchases Inquiries Offers Quotes

Chemical Information Research & Dev Competitor Pricing

General Information

Name: CLEAR PVC FILM - 250 MICRONS

Additional Description:

Packing List Format Code: As Is Basis

Standard Product Weight: 50.00000 per KGS

Product Default Sale Unit Of Measure: KGS

Product Default Purchase Unit Of Measure: KGS

Product Default Sale Price: 9.54000

☐ Update all customer products with this sale price?

Markup Percentage: 0 %

Product Default Purchase Price: 8.15000

Package Markings: Dangerous materials, handle with care.

Update Cancel

Done Trusted sites

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der offer many features to facilitate processing orders via the Web from anywhere in the world. Sales orders can be assigned, prepared, viewed and issued by multiple users. VISCO allows the user to copy from previous sales orders or purchase orders to expedite data entry. The work of sales order generation can be divided between the individual sales representative and the sales department admin as desired. Detailed customer and product information is pulled from the customer and product tables within the system as described above. Other specific features include:

- Multiple “ship-to” addresses stored with each customer
- Detailed shipment scheduling
- Detailed delivery information
- Option to place blanket orders
- Foreign currency exchange rate calculation
- Several industry specific and user defined fields available
- Ability to place back-to-back (drop-ship) orders
- Delivery Order generation
- Ability to match at the source, in transit or received inventory to the Sales Order
- Order entry on one continuous scrolling Web page
- Multiple line items may be entered on the same order
- Drill down capability to access Customer Order History
- Documentation Capture for use by U.S. Customs

Container and Venture Management

Our customers report that container management is generally done by the traffic or logistics department. And, as mentioned above, 95% of the companies who call us for help are using spreadsheets to track portions of the information contained in the documents received regarding the containers (Certificate of Origin, Bill of Lading, Commercial Invoice, Packing List, etc.). There is a constant struggle to keep up with the incoming data, and the nature of this type of “system” is such that actually leveraging the information in any meaningful way is nearly impossible. Time after time we have seen employees cross-referencing the actual shipping documents stored in file cabinets, even boxes.

VISCO changes everything for these companies!

Venture management may not be a familiar term to you now, but it is the key to the power of VISCO (that’s why it’s in the header of this document!). You’ll recall that a venture is a purchase order shipment of one product, and that a container may hold one or many ventures. When the user creates a purchase order, VISCO generates a PO number. The example on the following page is PO #536980. This PO contains two products, each of which becomes a venture in the system. Those venture numbers will be made up of the PO#, the number of the line containing the product on the PO, and the number of the shipment of that product (to provide for blanket orders and back orders). In this case, the venture numbers will be 536980*1*1, and 536980*2*1. The purchase number leads, followed by *1 to indicate the first product on the PO, followed by *1 to indicate the first shipment of that product. The second product on the PO is identified using the *2 in its venture number (536980*2*1).

The ability to uniquely identify ventures in this way is what allows the ability to track inventory exactly (including lots), and the application of costs to specific ventures. As advance documents are received, the appropriate ventures are grouped to create virtual recreations of the inbound containers. Costs associated with the container may be distributed amongst the ventures inside according to one of our many distribution methods. Costs that are unique to the ventures are applied now as well. This concept is the heart of the system and the lifeblood of our customer’s success.

This is what makes VISCO truly unique!



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Purchase Order : 536980				
Vendor:		PO Date: 11/21/26		
ALL CHINA CHEMICALS		Destination: Albany, NY		
1548 Avenue 3		Product(s): See below		
NINGBO		Terms: NET 30 Days		
CHINA		Currency: USD		
Ship To:		Contact: Anthony Caporale		
ALBANY CHEMICAL SUPPLY				
1488 NORTH PEARL ST				
ALBANY, NY 12206				
Quantity	Units	Description	Unit Price	Total
1000	KG	#2 Chlorophenolfranstance	\$12.16	\$12,160.00
50	KG	#16 Chlorotrinoglycerine	\$56.78	\$2,839.00
TOTAL				\$14,999.00
Shipment Schedule:				
One shipment within 45 days of acceptance of PO				
Order Remarks:				
Products shall ship in full, together on the same container in				
ACCEPTED:				
Buyer:		Seller:		
_____		_____		
PO# 536980 contains Ventures				
536980*1*1	1,000 KG	#2 Chlorophenolfranstance		
536980*2*1	50KG	#16 Chlorotrinoglycerine		

Venture Analysis

Up until now, we have shown much of the functionality that our customers love. Venture Analysis is named more often than any other part of the system as the reason our customers buy VISCO. This is where the latest projected cost and profitability numbers promised in section one (Top Ten Reasons Customers Are Buying VISCO) are displayed. This functionality is best demonstrated, so please call to schedule an appointment.

Inventory Management

Summary

VISCO was originally designed for a chemical importer who supplied ingredients to a variety of organizations including “Big Pharma” companies, like Pfizer and McNeil. It was imperative that VISCO be able to track inbound shipments and be able to show how those shipments were used to fulfill customer orders in case of product recalls. Of course, not all of our customers need this level of detail so the system was left configurable to the needs of individual customers.

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Product Position

VISCO was developed with a focus on providing tools for salespeople and traders to have access to information about product availability and position, as well as order status details. Generated using Microsoft Excel, the Product Position Sheet is one of the most unique and powerful tools in VISCO, allowing your sales department to view inbound and outbound product position day by day, month by month, and year by year. Users even have the ability to drill down into individual order details and shipment details (including traffic information). Product Position also shows the cyclical nature of sales for a particular product - at the product level or the customer level.

Though it's true of the entire system, it's important to note that the Position Sheet can be viewed by your sales people from across the room, across the country, or anywhere in the world. This flexible tool is designed to allow your sales department to generate new business efficiently and effectively from the office or from the road.

Certificate of Analysis

The need to manage product specifications is essential in numerous import industries, such as chemicals, nutraceuticals, and food & beverage, and electronics. VISCO allows users to spell out the precise specifications associated with a given shipment of a product, and to provide documentation of these specifications to both suppliers and customers. The user can store the purchase order specifications and compare them to a vendor's Certificate of Analysis ensuring that the product they are receiving is exactly what they ordered. This information can be provided to a customer who requests a product with specifications they previously identified. The system actually compares customer needs to product specs, to ensure that the product fits the requests of the customer. If your company does not require this type of functionality, we'll quickly and easily configure VISCO to ignore these steps.



Unit Level Tracking

Do you have risk management issues? Have you ever had to recall a product? One of the more unique features of VISCO is the ability to track inventory at the individual unit level. By drilling down into a lot, package, container (or whatever the unit of storage is) the user can view detailed information about that specific unit. The Packing List is generated with an easy-to-use summary form, which automatically creates a detailed view of all units in a Venture.

The screen on the following page was generated for Venture #49776, a shipment of tomato sauce. The shipment consists of multiple drums from the same lot. Should there be a recall of this product (and it's important to note that the product could also be a chemical, a beverage, a child's toy, etc.) users can see at a glance what is still on hand, and what has been sold (including the Sales Order number which links to the customer) to facilitate the dissemination of necessary information.

- A “venture” is a purchase order shipment of one product
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http://viscoemphapp/npwepk/venture.asp?4926&line=1&vslp=1 - View - Venture Analysis Data - Windows Internet Explorer

Home Report In x _mp

VISCO
VENTURE INFORMATION SYSTEM

Sales & Purchases
Customer/Vendor Invoices

Logistics
Inbound/Outbound Shipments

Inventory
Inventory Management

Finances
Analysis/Entry

Logistics

View Packing List

Venture	49772 1 1	Volume In ML	3374
Product	100041014000	Product Name	100041014000
Vendor	300THJERSEYCRN	Vendor Name	South Jersey Crnls
Status	Ordered in Warehouse	Delivery Order Exits	Yes
Packing List Exits	Yes	PI Review Pending?	No
Shipment Quantity	2000.00000 KG	PI	00000000
Back to Back With	00000000	Container Number	CLDU0000708
In Contaminated	No		

[View Packing List](#)

[Back](#)

General Packing List Comments Warehouse Details Lot Details

Lot Details

Lot	Yard Location	No. of Units (kg)	Shipped	Swapped	Total Packed Units (KG)	Days Paid	Allocated?	Warehouse	Status
210053		70	AS 00000	50.00000	50.00000	Yes	Yes	NATIONAIDE	Moved to Warehouse
210053		2	50.00000	50.00000	100.00000	Yes	Yes	NATIONAIDE	Moved to Warehouse
210053		1	AS 00000	50.00000	50.00000	Yes	Yes	NATIONAIDE	Moved to Warehouse
210053		67	50.00000	50.00000	3.350.00000	Yes	No	NATIONAIDE	Moved to Warehouse
210053		20	AS 00000	50.00000	1.000.00000	Yes	Yes	NATIONAIDE	Moved to Warehouse

1

Thru 1/1/2008



Data Mining & Reports

Venture Sort and Filter

The VISCO Venture Sort and Filter feature provides quick and easy access to information about the data in your system. Designed to be comprehensive and user friendly, the Venture Sort and Filter features allow users to identify, view, and/or edit any Venture in the system. If a user needs to identify all open Ventures of a given product expected to arrive at the Port of LA, between January 2005 and October 2005, listing them alphabetically by Vendor name, Venture Sort and Filter will provide this information in seconds.

Search by single fields or combinations of fields, and choose a sorting order:

- Venture Number
- Item Number
- Vendor
- ETA/ETD
- Port
- Warehouse
- Vendor's Sales Order Number
- Vessel Name
- Container Number
- Destination
- Shipping Company
- Import Entry Number
- Bill of Lading Number
- Customs House Broker

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- P/L Quantity Review Pending
- C of A Review Pending
- Shipment Status:
 - At Source
 - In Transit
 - Moved to Warehouse
 - PurchaseReturned
 - Closed

Venture Sort and Filter facilitates improvement in these and other areas:

- Risk Management
- Sales
- US Customs Compliance
- Customs Broker Requests
- Logistics
- Inventory
- Response to Vendor Requests
- Response to Customer Requests
- Forecasting
- Sarbanes-Oxley Compliance

Reports

Reporting is an essential function for any importing company. The global trade industry is extremely volatile so understanding trends and the ability to adjust to changing market conditions is crucial. VISCO offers numerous reports that allow upper management to analyze the success of their importing processes. Though the Product Position Sheet, Venture Analysis, and Venture Sort and Filter, are generally considered the most powerful single reports within the system, there are numerous others, which help make VISCO as much of an Analysis tool as it is an ERP system.

VISCO Uses Crystal Reports to generate both standard and custom reports. Reporting capabilities are virtually unlimited. Some of the included reports are:

- Accrual Closeout Report
- Gross Margin Report
- Invoice Report
- Inventory Valuation Report

- In Transit Report
- Open Accrual Report
- Sales by Trader
- Sales by Product
- Release Report
- Venture Report
- Venture Costs Report
- Venture Analysis Report
- Release Analysis Report
- Order History
- Product Position
- Venture Sort and Filter
- Release Sort and Filter
- Inventory Management

Integrations

The power of the Venture Information System is greatly enhanced by extensive integration with the Microsoft Office Suite. This integration allows VISCO to extend its functionality, usability, and scalability beyond nearly all competing systems. Microsoft Office is ubiquitous in today's business world and this familiar environment is just one of the reasons users achieve a level of comfort with VISCO almost immediately. Here is a breakdown of the ways VISCO utilizes Microsoft Office:

Microsoft Word

- System-Generated Customs Documents
- Delivery Orders
- Customer Packing Lists
- Instruction Sheet (Broker Letter)
- Certificates of Analysis

When a client-side user attempts to maintain or print one of the documents listed above, the data is directly exported from the system to a Word Document while an instance of Word is opened using a standard template for that document. Provided the company's workstations have a version of Word installed, users will have all the functionality of Word to modify the document to the needs of the Customer/Vendor/Customs Broker etc.

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Microsoft Excel

- Sales Orders
- Purchase Orders
- Invoices
- Product Position Sheet

The exceptional mathematical and data entry capabilities of Microsoft Excel make it the obvious choice for more data-driven document maintenance. VISCO standard calculations are done for you, but allowing the user to work in the Excel interface gives them the opportunity to really stretch the power of the spreadsheet application in a controlled environment. By protecting cells that generally shouldn't be edited after the creation of the document, we can limit the user to as little or as much control over the appearance of the above documents.

Microsoft Outlook/Outlook Express

- Email

VISCO leverages the power of Microsoft Outlook to enable users to click on any email address throughout the system in View Mode and automatically be sent to an instance of Outlook or Outlook Express with the email address already filled in as the receiver of the email.

Accounting Interfaces

Summary

VISCO was developed to work with your standard accounting package. Our application relies on your traditional accounting package for General Ledger, Accounts Payable, and Accounts Receivable (essentially the accounting package is used to make and receive payments). Inventory, sales orders, purchase orders, invoices, and costs are all entered using VISCO. Costs and invoices are then posted to the accounting system through the accounting interface with no double entry.

It is important to note that our references to the accounting system are in the context of your importing

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needs only. You would still rely on the full functions of the accounting system for things like payroll, bank reconciliation, etc.

Microsoft Great Plains

VISCO was originally developed to integrate with the Microsoft Great Plains accounting system. We are Microsoft Certified Partners and our staff is constantly training to make sure that we are able to offer the latest and greatest technologies from this industry giant.

QuickBooks

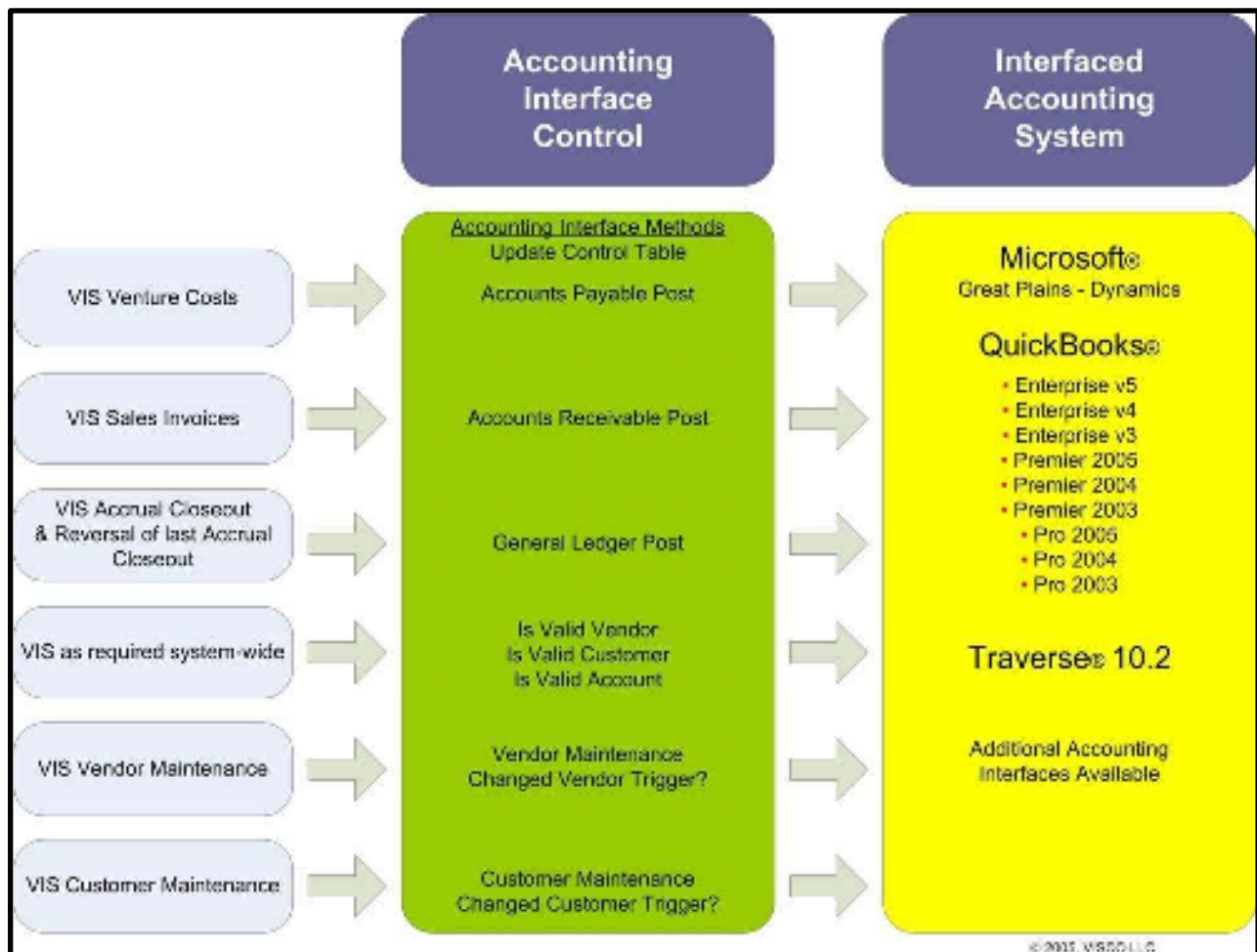
Because VISCO was specifically designed with small and medium sized importers in mind it was only natural that we integrate with the industry leader in small and medium sized business accounting systems: QuickBooks from Intuit. As a founding member of

the QuickBooks Developer Network, VISCO is the primary ERP application for importers using QuickBooks.

Traverse

Our developers have worked for years with Open Systems Accounting Software's, Traverse accounting package. The application is Microsoft based, and comes with the source code as part of the purchase price. VISCO customers who are new to Traverse have been very pleased with the application.

The following chart explains the accounting interface in greater detail:



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Configuration and Customization

VISCO Software for Importers is extremely malleable and easily configured to specific verticals within the importing industry. The particulars of configuration are defined by the use of an extensive questionnaire and pre-installation conferences. Configurations are not billable to the customer. Should your company’s needs extend beyond configuration, our development team is capable of customizing VISCO to your exact specifications. The original developers of VISCO are still involved in the day-to-day operations of the company and their guidance ensures that customizations are well-conceived and extremely cost-effective.

Feature Overview

VISCO Software for Importers many functions are interdependent. From initial set-up through every day use, the more information that feeds through the system, the more accurate and extensive the output will be. That accurate and extensive output will form the foundation for a newly streamlined and cost-efficient business process. Below is an overview of the system’s features:

Financial Tools

- Shipment Level Cost Analysis
- Profit & Loss Reports by PO Shipment
- Inventory Valuation
- Additional Financial Reporting

Customs Tracking

- Duty Calculation/Unit of Measure Conversions

- Customs Broker Management/Automated Broker Interface
- Image Capturing for Documents
- Sophisticated Sorting and Filtering Capabilities

Logistics Management

- Order Matching and Billing (Invoicing)
- Order Tracking (At Source / In Transit / At Warehouse)
- Back-to-Back Ordering
- Order Packing Lists in MS Excel
- Re-packaging and Transfers
- Order Shipping - Delivery Orders, MSDE and Associated Images
- Document Preparation in MS Word
- Return Processing - Sales & Purchase Returns
- Open Orders Lists
- Cost Entry
- Shipment Level Management
- Sophisticated Sorting and Filtering Capabilities
- Certificate of Analysis in MS Excel

Sales Orders & Purchase Orders Maintenance

- Order Assigning, Preparing, Viewing, Issuing
- Multiple products & multiple shipments
- Order Drafting
- Order Changing or Canceling
- Foreign Currency Exchange Rate Calculations

Sales Tools

- Inquiries, Quotes and Offers
- Product Position (Status Reports) in MS Excel
- Remote Access
- Sales Order/Purchase Order History



A “venture” is a purchase order shipment of one product
A container may hold one or many ventures

Technology and Requirements

VISCO Software for Importers was developed using the Microsoft .NET technology. This use of Web-based technology allows users to process back-office functions from anywhere in the world with nothing more than a web browser and an Internet connection. Traditionally, in a client server environment, remote access to back office applications was only possible with expensive private lines or slow dial-up services.

For companies with current systems in place, using .NET to develop VISCO makes integration with these systems much easier because of the common language interfaces available from Microsoft. Your company’s current Accounting, CRM, and other division-specific applications will have the ability to merge with VISCO easily, as .NET gives our customization specialists the ability to develop interfaces written in a language that both applications understand.

The presentation layer of this system was developed using a three-tier technology: ASP.NET, Visual Basic .NET, and SQL Server 2000 as the database.

Customer Support Services

Training

Training is offered on-site and is typically given to one department at a time prior to installation. The first week after installation, the trainer will be available to visit your location to answer questions and help end-users get started. We base our reputation on the success of our implementations.

Installation

We will generally do installations on site working hand-in-hand with your system administrator and primary users. We also have the ability to install remotely if need be.

Support

Telephone and on-site support is offered during normal business hours and is billed on an hourly basis.



We recommend that employees direct questions to a system administrator or designated “super-users” and only upper management and the system manager is given the customer support phone numbers.

Company Profile

Mission

VISCO Software for Importers’ mission is the development and sale of VISCO. This software package designed specifically for importers to improve business efficiencies in the areas of venture (shipment) tracking, inventory management, and associated logistics. VISCO provides customers with a reasonably priced end-to-end solution. VISCO is a certified Microsoft Business Solutions Partner. Although VISCO may be integrated with existing legacy systems, our customers generally

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agree that no additional software is needed. VISCO is The Importer's Enterprise Software Solution for small to medium-size companies.

Our History

VISCO Software for Importers is based on a long-standing successful business application, originally designed by a multinational importer and distributor. During the early 1990s, this importer worked with an independent development team to create what is still used as the infrastructure for the company's high-volume importing operations. The system has dramatically improved the company's operations for over a decade.

In 2001, we reengineered the system, adding new features and taking advantage of the latest technology; the Venture Information System utilizes Microsoft's .NET Framework, the first entirely Web-based application architecture. Today's VISCO Software for Importers is a combination of industry expertise and successful software design based on the globally accepted Microsoft foundation.

Thank you once again for your interest in VISCO.

We look forward to learning about your specific challenges, and to showing you how VISCO can help you meet those challenges! Please call us at (845) 383-3300 to schedule an appointment. We also invite you to visit our Web site at:



www.viscosoftware.com



VISCO Software for Importers Features & Benefits

(845) 383-3800

www.viscosoftware.com

Transforming the chaos of importing to order and profit since 1990

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