

CODAS - the fully integrated comprehensive system for the Oil and Gas Distributor



The CODAS suite of computer software is designed to meet the full range of specialist requirements of the oil and LP gas distributor, from prospecting for business through customer & sales activities, fuelcard management, scheduling & routing, purchasing and stock control, to a full financial suite supported by a variety of mechanisms for the provision of management information. CODAS is fully integrated; data need only be entered once to be available for all subsequent processing, and financial information can be traced back to source transactions with drill-down facilities and integral analytical tools. CODAS is a contemporary Windows application for use alongside other PC software and is backed by a long-term commitment to its development and support.

Winning Business

Generating and taking orders with the highest possible margin is the most crucial business function. For this vital activity CODAS has a wide range of features:

- Fast customer identification by name, postcode, phone number, street, village, district
- Telephone Integration (CTI) to pop the order screen as the phone rings
- Postcode and name identification
- Quotations and fast quotation retrieval with dynamic conversion into an order
- CODAS On-line Services
- Target pricing; a price guide to the operator
- Support for all pricing conventions including discount/credit charges
- Payment history and credit status.

Monitoring Sales Performance

OrderWatch, which continuously monitors all customer communications, quotations and orders, is a feature of great benefit to every sales office. It displays a range of graphs that show in real-time how the sales are going – quotations given, orders taken, margins and volumes generated, quotation to order ratios.

Marketing

CODAS has a range of functions for the generation and management of single and multi-stage campaigns using the Customer and Prospect database or imported data. The tasks are diarised and TeamManager enables operators to be monitored and workloads balanced. Extended functions enable questionnaires and scripted calls to be attached to campaigns and recorded in the contact database where the results can be analysed using the QueryBuilder tool.

Customer Communication

CODAS is focused on the important area of fostering and managing customer relationships.

The customer contact functions provide the access to all known information. With Telephone Integration (CTI) the caller is identified as the phone rings and the customer's record automatically displayed. Whether the caller requires a quotation or wants to place an order, has an accounts query or requests some other information, the operator has access instantly and can respond accordingly.

Key features are:

- Diary/Call scheduling
- Prospect Database
- Integral Word Processing with e-mail and fax options
- Integrated contact and operator activity database
- Personally tailored screen displays
- Document Registry.

CODAS On-line Services

CODAS allows distributors to be open for business 24/7, greatly improving both business performance and profitability. CODAS On-Line Services make life easier for customers and free up time for distributors and staff to concentrate on meeting the daily demands of growing the business.

- Enables customers to place orders and make payments
- Gives access to transaction and delivery histories
- Facilitates management of Fuel Cards and fuel usage
- Satisfies account enquiries
- Services requests for copy documentation, product information and customer contacts
- Improves company image.



CODAS

THE MODERN ART OF OIL DISTRIBUTION



the modern art of oil distribution

Credit Control

Credit checks are an integral part of order processing, with on-screen warnings and orders held for authorised clearance when credit rules are breached. There is a full range of facilities to aid the Credit Controller with the management of held orders, outstanding payments and other credit issues.

Order Prediction

Order Prediction by Degree Day, Historic Projection or Sensor Systems tank monitoring, together with Standing Orders and Top-up options, provides functions for automatic order generation.

Telemetry/Tank Monitoring

CODAS is fully integrated with the polling services provided by Sensor Systems for remotely monitoring the contents of consumer's tanks. Principal features include:

- Customer/Tank details in CODAS automatically exported to update the Sensor Systems polling database
- Import to CODAS of polling results from Sensor Systems
- Generation of order requests from polling results based upon tanks reaching specified re-order points
- Automatic creation of follow-up tasks for tank systems reported as failing to poll.

Scheduling & Routing

The CODAS LoadManager completely replaces the need for traditional paper shuffling and form filling as loads are built on screen. LoadMap locates delivery points and also displays routes on a map, calculating journey distances, times, costs and load profitability. Less time is needed for building loads; a later daily close time can be set for inclusion of orders in a day's schedule; all calculations are done automatically; accurate high quality routing documentation is produced; and there is less reliance on an individual scheduler/dispatcher.

The Deliverer

The CODAS suite includes an on-truck system developed and supported by CDS. This system The Deliverer, is designed to operate on-line to the CODAS back-office system using GPRS or 3G connectivity. CODAS passes orders to the on-truck system and receives confirmed transactions back from the truck as they are completed. Key on-truck features of The Deliverer system itself include:

- Driver's ability to browse workload
- Production of loading authority documentation
- Entry of confirmed delivery quantities
- Production of priced or un-priced delivery tickets
- Collection of payments
- Control of on-board stock by pot.

As The Deliverer is on-line, the driver's progress in completing a schedule can be monitored throughout the course of the day. When the driver is in an area with poor mobile phone reception, The Deliverer operates in off-line mode to allow delivery operations to be completed, reverting to on-line mode and updating CODAS when reception is restored.

CODAS also offers interfaces to third party supplied on-truck systems for the download of orders and upload of confirmed deliveries.

Credit Card Processing

Where a payment for fuel is to be made using a card. Authorisation and/or payment processing can be initiated by CODAS in real-time as part of the Order Entry or Payment process, with the full transaction being completed in a single conversation with the customer. The distributor has guaranteed payment, with no further credit control or debt collection activities, and the customer enjoys improved service with the transaction completed in a single call using a convenient and familiar payment method. Key functions include the following:

- Card authorisation obtained on-line while the customer is on the phone at time of order entry or at payment entry
- Operates with the major internet card processing services
- Full audit control by card type
- Card payments identified with authorisation code in ledger
- Summaries to payment batch totals for reconciliation.

Fuel card Management

The Fuel Card Management option enables the management and administration of cards and card transactions from all the major fuelling service providers. Integrated customer accounts are updated automatically enabling the CODAS accounting, credit control and sales analysis to apply equally to card sales and bulk deliveries. CODAS eliminates the need for separate card management systems; all business with a customer is managed within a single account, giving better control of the credit risk; the distributor's own branded card can be used for services from multiple agencies.

Key features include:

- Electronic import of fuelling transactions for all the major agencies
- Facilities for managing the issue and renewal of cards
- A range of pricing options with varying terms for card transactions
- Invoicing: various periods (daily, weekly, monthly) and user-defined formats supported
- Management of stock accounts with service agencies
- Management of drawings from own locations as part of CODAS stocks.

Stock Control

The CODAS bulk product stocks system records all stock movements and provides daily reconciliation at tanker and depot levels leading to accurate and timely gains and losses reporting; gains and losses can thus be

investigated and transactions traced at the time they occur. The stock system is fully integrated with The Deliverer (on-truck), sales, purchase and nominal ledger systems. It supports the key functions of: automatic stock receipt costing and individual receipt cost entry; real-time calculation of product costs at load or depot level; end of period stock valuation; integration with sales for gross margin analysis; integration with suppliers ledger for matching of GRN's to invoices. Product costs are automatically incorporated into gross margin and profitability reports, with the ability to apply retrospective product cost adjustments for the re-calculation of margins.

Corporate Accounting

The CODAS financial suite is a full function business accounts system that is fully integrated with other CODAS modules and includes: Sales, Purchase and Nominal Ledgers, Purchase Ordering, Cash & Bank Reconciliation, Fixed Assets and Electronic Funds Transfer (EFT).

The integrated nature of CODAS means that transaction data need only be entered once for automatic processing through the system into the various accounting records, AND that the system provides seamless "drill-down" from the nominal ledger to the original transactions.

The nominal ledger supports a flexible, multi-level coding structure with a ledger code facility to group accounts for presentation on the P&L account and Balance Sheet. Bank Reconciliation supports the import of bank statements in electronic format and the automatic matching of bank statement items to entries in the CODAS cash book to greatly facilitate reconciliation.

Information

CODAS provides a variety of mechanisms for the presentation and analysis of information:

CODAS Reports Management provides an extensive range of parameter-driven Management Information reports for audit control and general business decision support.

The QueryBuilder enables bespoke enquiries in the contact database.

Sales & Stocks Summarisers extract data from the transaction history files and present it in a spreadsheet form in response to user specified parameters.

The DataDepot is an ODBC compliant database for more complex business analysis and decision support requirements.

CODAS generally presents on-screen data in a tabular or "grid" form: these on-screen tables can be exported to Excel with a single click.

Proven Track Record

CODAS is a product of C.D.S. Computer Design Systems Ltd. (CDS), based in Manchester; that for 30 years has been in the business of supplying computer software and related services to fuel distributors throughout Ireland and the UK. A long list of successful CODAS projects has given CDS a wealth of experience and expertise in providing services that cover consulting, specification, development, training, implementation, support, and data migration to CODAS from a wide variety of systems.

Development

CODAS has been subject to a process of continuous development throughout its life, having undergone an extensive re-development over the past decade to make it a modern Windows application. It conforms to today's actual and de-facto industry standards, achieving interoperability with other systems and readily supporting interfaces to services offered by third parties. In operation it looks and behaves like other standard Windows applications, making it easy to learn and to use.

CDS continues to invest in the product to extend its functionality, to enable users to operate on IT platforms that are current, and to ensure that CODAS meets the evolving needs of the user base.

Computer Environment

CODAS is designed principally for operation on standard PCs in a Windows Client Server network; however, it can utilise 'thin client' technology using Windows Terminal Server or Citrix MetaFrame. Systems can be a small Local Area Network (LAN) - even a single PC - or an extensive Wide Area Network (WAN) with hundreds of user terminals.

System resilience using server shadowing is an option and the infrastructure can be expanded by the simple addition of more units to the network.

CODAS uses the Caché DBMS.

(For more information about Caché go to www.intersystems.com)

Optional Modules

Sales & Marketing Campaigns

- Campaign Generation
- Mailshot Production
- TeamManager:
 - Workload monitoring & balancing
- Personal Word Processing
- Document Registry
- Prospect List Import
- Forms Designer:
 - Form & Questionnaire design
- Email, Fax & Text

Telephone Integration (CTI)

Credit Card payments/On-line authorisation

- Electronic Funds Transfer: DD, DC & DDI
- Transaction Generation & Submission
- AUDDIS

Postcode Addressing

Application Software

CODAS software is licensed as a base system with optional modules that cover a wide range of business functions for all aspects of fuel distribution. The options are integrated with the base system and, where appropriate, link automatically to other modules. All functions share a common database available for on-line interrogation by all users at all times (subject to security controls based on user profiles and passwords). The database is designed to retain the transaction history for an indefinite period.

The base system covers the necessary functionality for product sales and customer-related activities for an Oil and/or LP Gas distributor; Customer and Prospect Records, Transaction Histories, Quotations, Order Processing, Invoicing, Diary, Contact Record, OrderWatch, Sales Ledger, Credit Control, Sales and Margin Analysis and Management Reporting. A wide range of optional modules provides support for all the additional activities of a distributor as shown below.

Order Prediction:

- Historic Projection; Degree Day;
- Telemetry Integration

Fuel Card Management

LoadManager:

- Management of tanker loads

LoadMap:

- Map based scheduling

On Truck Computer System: Both the CODAS Deliverer and 3rd party options

Bulk, Packed & Miscellaneous Product Stocks

CODAS On-line Services

QueryBuilder:

- Adhoc database enquiries

DataDepot:

- ODBC compliant CODAS database

Summariser Options:

- Sales, Stock, Debt and Nominal enquiries

Support Services

CODAS is fully supported by CDS. There is a comprehensive installation and training service for all aspects of system implementation. A full-time telephone support desk is operated during normal working hours. All systems are supported on a long-term basis by a dedicated specialist team with a support package, which, in addition to the fast response telephone help service, also provides for regular upgrades to the software. A full range of technical system support services is also provided.



Purchasing:

- Requisitions, POP & GRNI

Purchase Ledger

Fixed Assets

Bank & Cashbook Reconciliation

Print Shop:

- Print File Export for outsourced printing

Nominal Ledger & Management Accounts

Multi-Brand & Multi-Company

Multi Currency

Heating Plant Maintenance Services:

- Call Scheduling & Task Mapping

Mobile communications: Links to Outlook, PDA and GPRS etc.

Retained Account Processing

- Health & Safety: Hazard Data Sheets/Incidents, Personnel & Maintenance



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