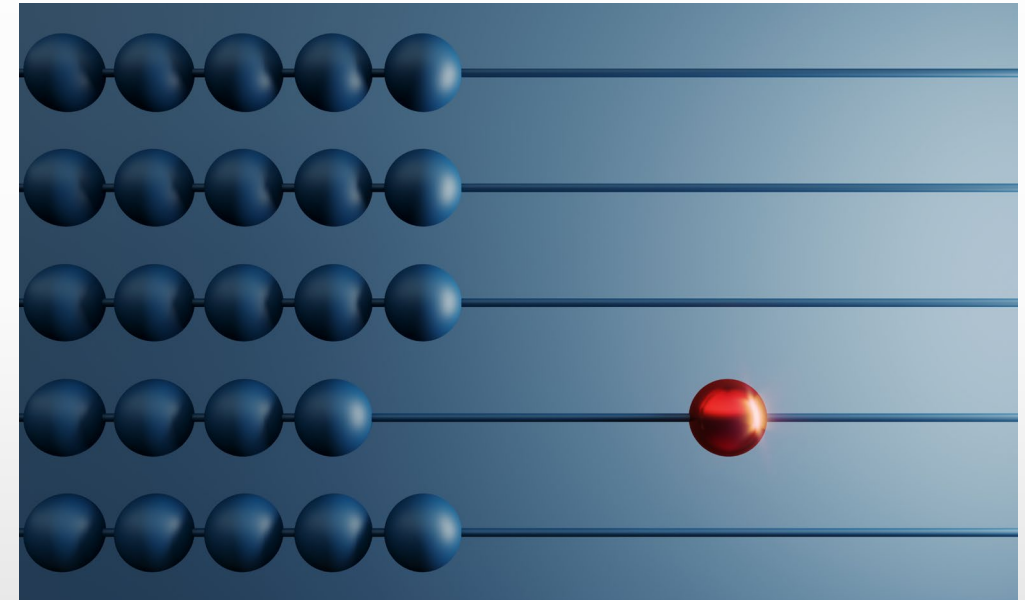




Using the ATS Calculation

An alternate method to seeing what's actually available to sell



A Common Question...

How much **STOCK** do we **CURRENTLY**
have that is actually **READY TO SELL?**



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Agenda

- What is ATS?
- Understanding the ATS Calculation
- Difference between QOH and ATS
- Setting up ATS in EPASS
- Customizing the ATS calculation
- Wrap-up and Questions




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How does your sales staff determine how much stock is currently available and ready to sell to the customer?

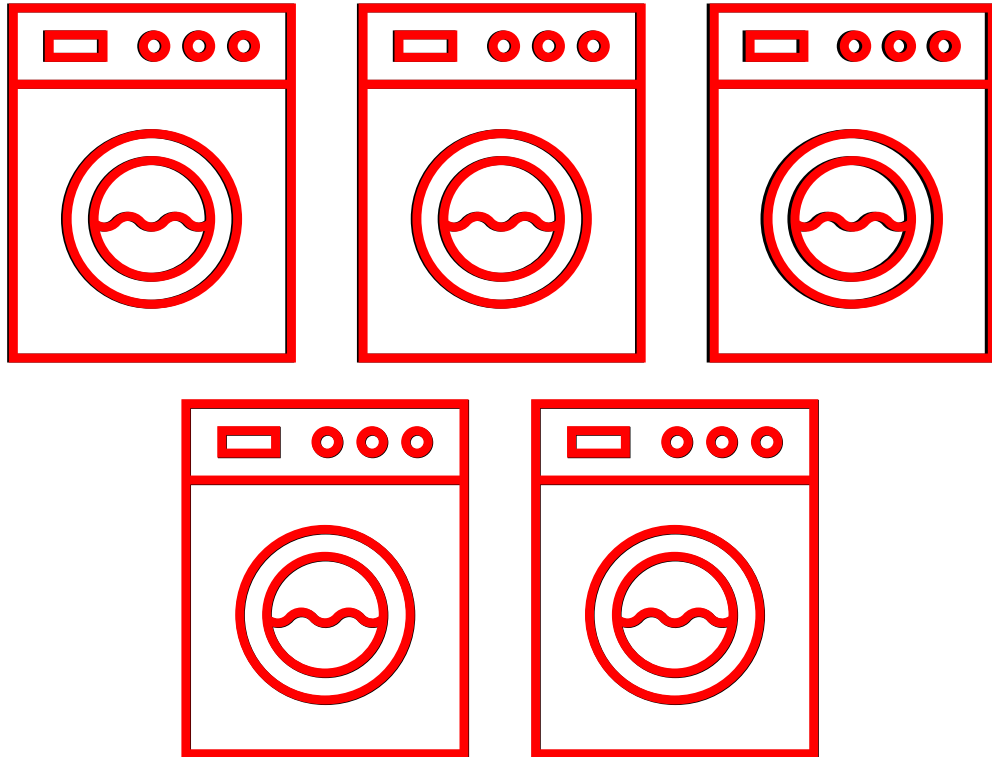
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Using QOH



Uh.....
we have none
in stock!
Sorry!



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ATS = Available to Sell

- An alternate method of viewing available inventory.
- Provides a more realistic count of serials that can be sold right away.

Serial Inventory

Search Options [Click here to make this your default S](#)

Search By Match

For By Match

☐ Advanced Search

☐ Active Models or In-Stock Only

ATS	Model	Brand	Prod	Description
14	RF30BB6200QLAA	SAM	APP	36 FRENCH DOOR

Model
Description
Brand Code
Prod Description



ATS vs. QOH

What is the difference?

- **QOH** will give you a physical count of serials.
- **'Available'** is (QOH-Written).
- **ATS** goes several steps further by considering several factors.
- **ATS** considers QOH, Reserved, Exclusive Reserved, Location and Supplier lead time.
- **ATS** uses a calculation and several variables to provide an available serial count.



VS



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The ATS Calculation

$$\text{ATS} = \text{Immediate QOH} - \text{Immediate Reserved}$$



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Immediate QOH

Total available serials that...

...are **NOT** Exclusive Reserved

...**AND** are in a Location and have a Serial Type that **is marked** as **IMMEDIATE SHIP**.



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Immediate Reserved

Total Reserved serials on **Invoices**...

...with a near delivery date...

...**AND** have a **Job Status** marked as
IMMEDIATE SHIP.



Exclusive Reserved are excluded here, too!

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The formula is controlled by these key settings:
Immediate Reserved Days and **Immediate Ship**

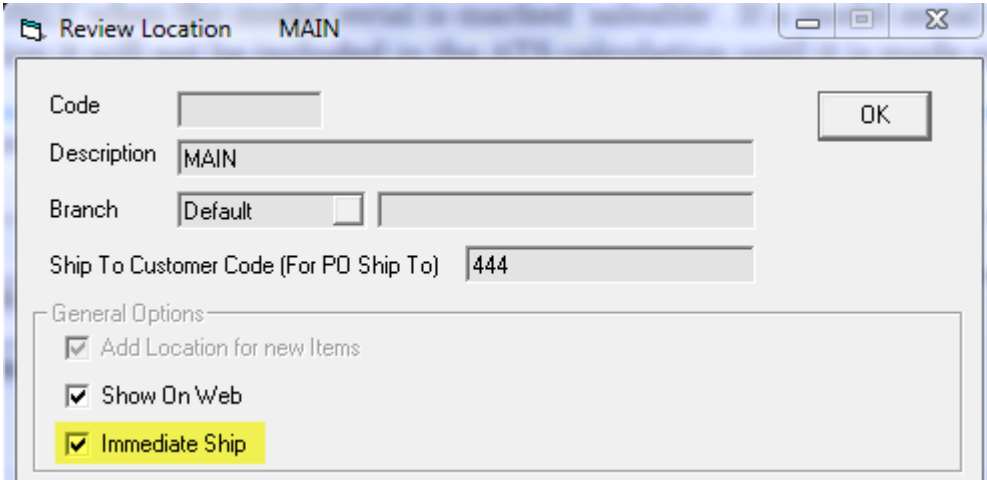


These two settings allow you to customize the formula and define what “ready to sell” actual means for your business.



Immediate Ship

- An option in **Serial Type**, **Location**, and **Job Status**.
- **Immediate QOH**: Serials need to have a Serial Type **AND** be in a Location that has Immediate Ship **ON** to count.
- **Immediate Reserved**: Serials need to be on **invoices** with an Immediate Ship Job Status to count.
- **REMEMBER**: We are TAKING AWAY the Immediate Reserved Serials from the count of Immediate QOH serials.



Review Location MAIN

Code

Description

Branch

Ship To Customer Code (For PO Ship To)

General Options

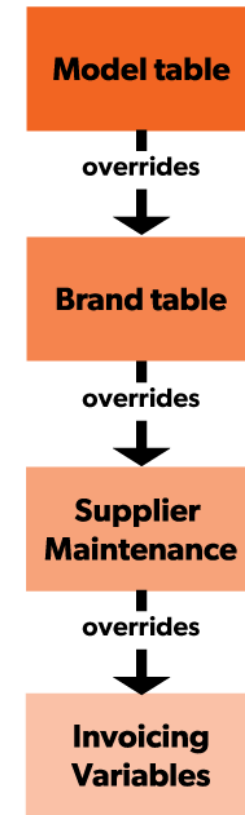
- ☒ Add Location for new Items
- ☒ Show On Web
- ☒ Immediate Ship

OK



Immediate Reserved Days

- Represents the average amount of turnaround time (in calendar days) it takes to receive product from your supplier.
- The "default" value is set in **Invoicing Variables** (example, 30 days)
- **Suppliers, Brands, and Models** can have their own value and override the default.
- This override hierarchy gives you a granular level of control.



Let's Look at an Example...

A Dishwasher with QOH = 20

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Immediate QOH

- 2 are Exclusive Reserved.
- 5 are in a location that is NOT Immediate Ship.
- 3 have a Serial Type that is NOT Immediate Ship.

$$20-2 = 18$$

$$18-5 = 13$$

$$13-3 = 10$$

Our Immediate QOH is 10



Immediate Reserved

- 2 are Exclusive Reserved.
- 3 are shipping next week.
- 4 are shipping in 2 months.

+3

0

Our Immediate Reserved is 3

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ATS = Immediate QOH – Immediate Reserved

Immediate QOH: 10

MINUS

Immediate Reserved: 3

ATS for the Dishwasher is 7





Setting Up ATS in EPASS

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Tweaking the Formula

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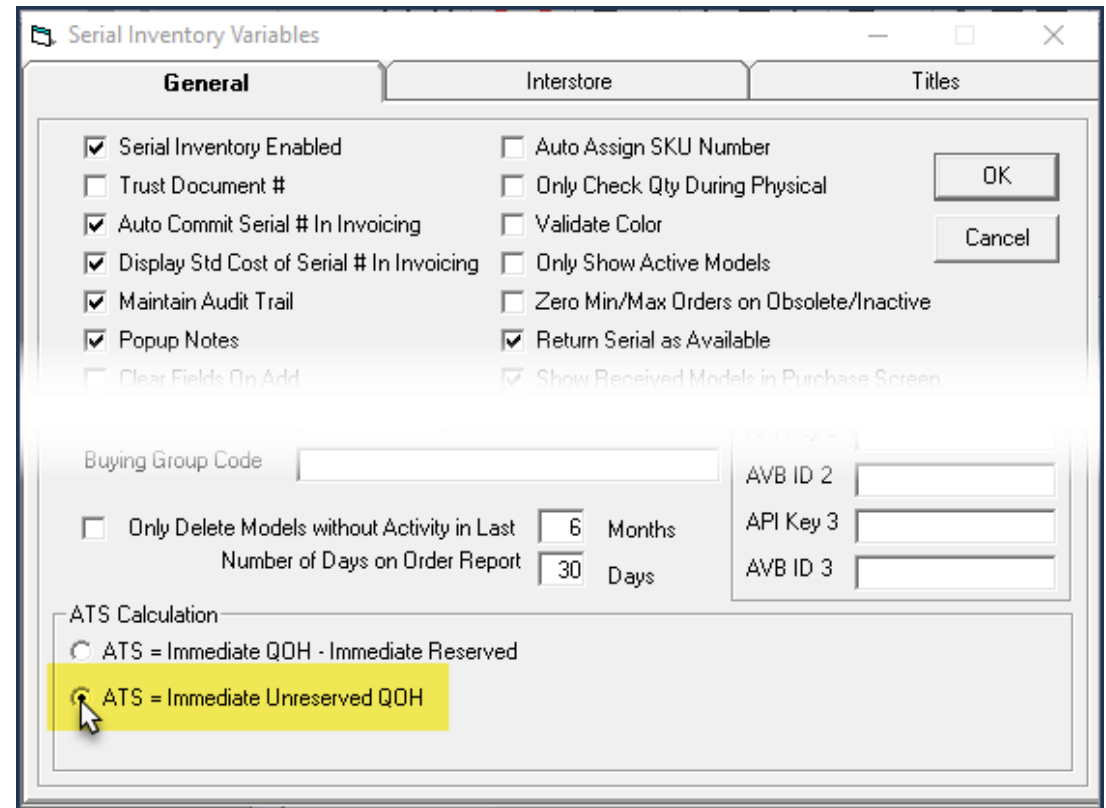
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Changing the ATS Calculation

- Option is located in **Serial Inventory Variables > General** tab.
- Select how the ATS calculates:
 - Immediate QOH – Immediate Reserved
- OR
- Immediate QOH – All Reserved Serials
- Immediate Ship and Immediate Reserved Days are not used.

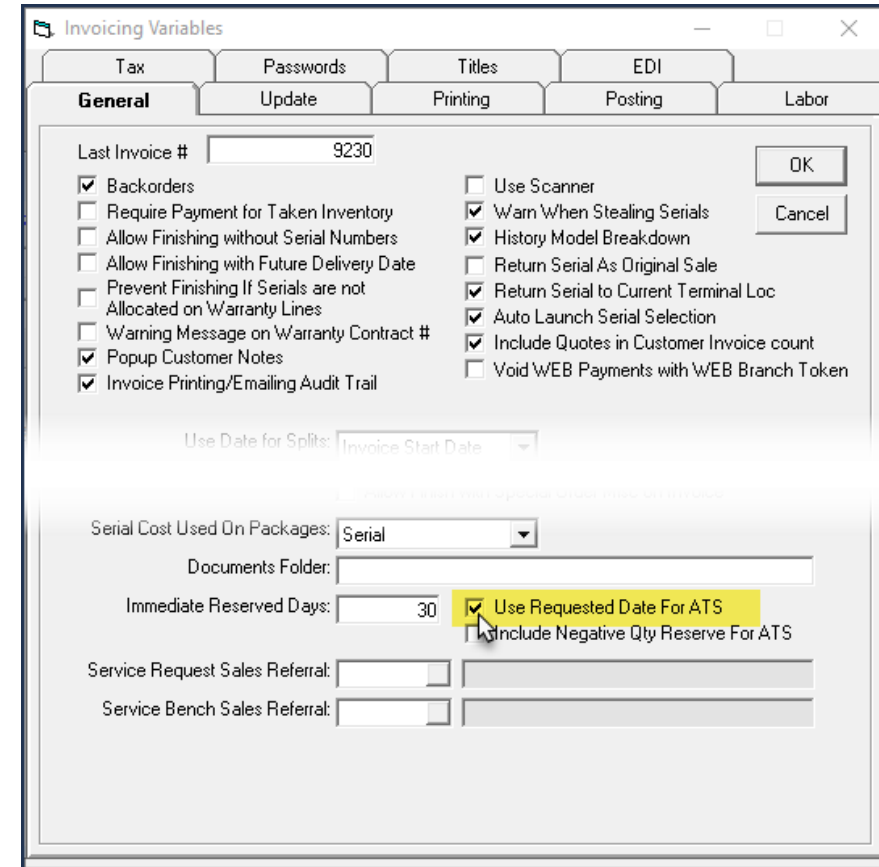


The screenshot shows the 'Serial Inventory Variables' dialog box with the 'General' tab selected. The 'ATS Calculation' section at the bottom has two radio button options: 'ATS = Immediate QOH - Immediate Reserved' and 'ATS = Immediate Unreserved QOH'. The second option is selected and highlighted with a yellow background. Other settings include 'Serial Inventory Enabled' (checked), 'Auto Commit Serial # In Invoicing' (checked), 'Display Std Cost of Serial # In Invoicing' (checked), 'Maintain Audit Trail' (checked), 'Popup Notes' (checked), 'Clear Fields On Add' (unchecked), 'Auto Assign SKU Number' (unchecked), 'Only Check Qty During Physical' (unchecked), 'Validate Color' (unchecked), 'Only Show Active Models' (unchecked), 'Zero Min/Max Orders on Obsolete/Inactive' (unchecked), 'Return Serial as Available' (checked), and 'Show Received Models in Purchase Screen' (checked). There are also input fields for 'Buying Group Code', 'AVB ID 2', 'API Key 3', and 'AVB ID 3'. The 'OK' and 'Cancel' buttons are in the top right corner.



Using Requested Date

- By default, ATS looks at Invoice **Pickup/Delivery** date for Immediate Reserved.
- If you use **Requested Date**, ATS can use that instead.
- Option is located in **Invoicing Variables > General** tab.



The screenshot shows the 'Invoicing Variables' dialog box with the 'General' tab selected. The 'Last Invoice #' field is set to 9230. The 'Use Date for Splits' dropdown is set to 'Invoice Start Date'. The 'Serial Cost Used On Packages' dropdown is set to 'Serial'. The 'Documents Folder' field is empty. The 'Immediate Reserved Days' field is set to 30. The 'Use Requested Date For ATS' checkbox is checked and highlighted with a yellow background. The 'Include Negative Qty Reserve For ATS' checkbox is unchecked. The 'Service Request Sales Referral' and 'Service Bench Sales Referral' fields are empty. The 'OK' and 'Cancel' buttons are in the top right corner.

Tax	Passwords	Titles	EDI	
General	Update	Printing	Posting	Labor

Last Invoice #

☒ Backorders
☐ Require Payment for Taken Inventory
☐ Allow Finishing without Serial Numbers
☐ Allow Finishing with Future Delivery Date
☐ Prevent Finishing If Serials are not Allocated on Warranty Lines
☐ Warning Message on Warranty Contract #
☒ Popup Customer Notes
☒ Invoice Printing/Emailing Audit Trail

☐ Use Scanner
☒ Warn When Stealing Serials
☒ History Model Breakdown
☐ Return Serial As Original Sale
☒ Return Serial to Current Terminal Loc
☒ Auto Launch Serial Selection
☒ Include Quotes in Customer Invoice count
☐ Void WEB Payments with WEB Branch Token

Use Date for Splits:

Serial Cost Used On Packages:

Documents Folder:

Immediate Reserved Days: ☒ Use Requested Date For ATS
☐ Include Negative Qty Reserve For ATS

Service Request Sales Referral:

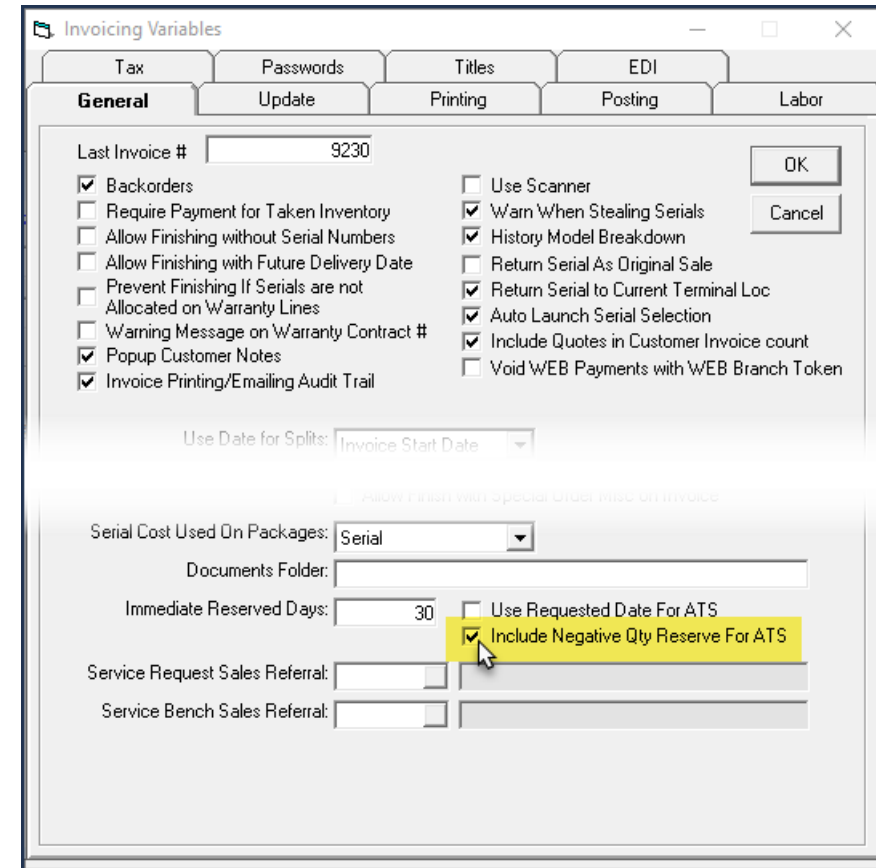
Service Bench Sales Referral:

OK Cancel



Include Negative QTY Reserve for ATS

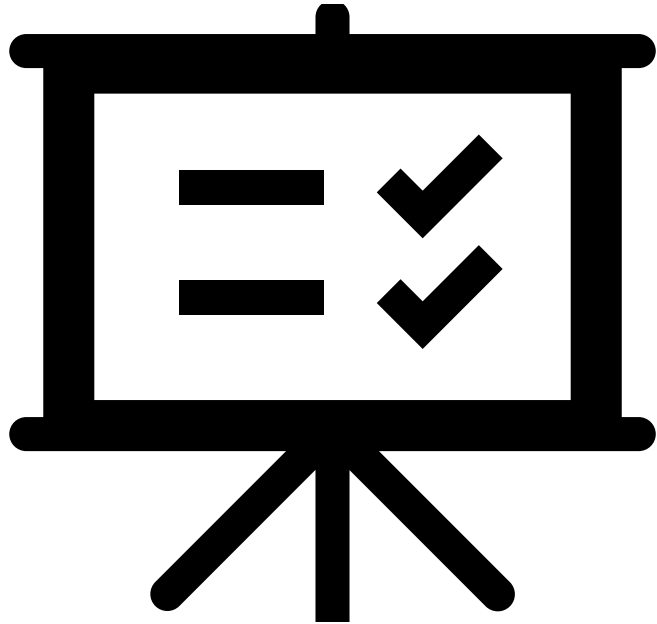
- When enabled, **EXCLUDES Negative Reserved Serials** when calculating Immediate Reserved.
- A negative reserved serial occurs on product returns.
- The default setting is disabled, which **INCLUDES** neg. reserved serials in the count.
- Option is located in **Invoicing Variables > General** tab.



The screenshot shows the 'Invoicing Variables' dialog box with the 'General' tab selected. The 'Last Invoice #' field is set to 9230. The 'Include Negative Qty Reserve For ATS' checkbox is checked and highlighted with a yellow box. Other visible options include 'Backorders', 'Require Payment for Taken Inventory', 'Allow Finishing without Serial Numbers', 'Allow Finishing with Future Delivery Date', 'Prevent Finishing If Serials are not Allocated on Warranty Lines', 'Warning Message on Warranty Contract #', 'Popup Customer Notes', 'Invoice Printing/Emailing Audit Trail', 'Use Scanner', 'Warn When Stealing Serials', 'History Model Breakdown', 'Return Serial As Original Sale', 'Return Serial to Current Terminal Loc', 'Auto Launch Serial Selection', and 'Void WEB Payments with WEB Branch Token'. The 'Use Date for Splits' dropdown is set to 'Invoice Start Date'. The 'Serial Cost Used On Packages' dropdown is set to 'Serial'. The 'Documents Folder' field is empty. The 'Immediate Reserved Days' field is set to 30. The 'Service Request Sales Referral' and 'Service Bench Sales Referral' fields are empty.



In Summary...

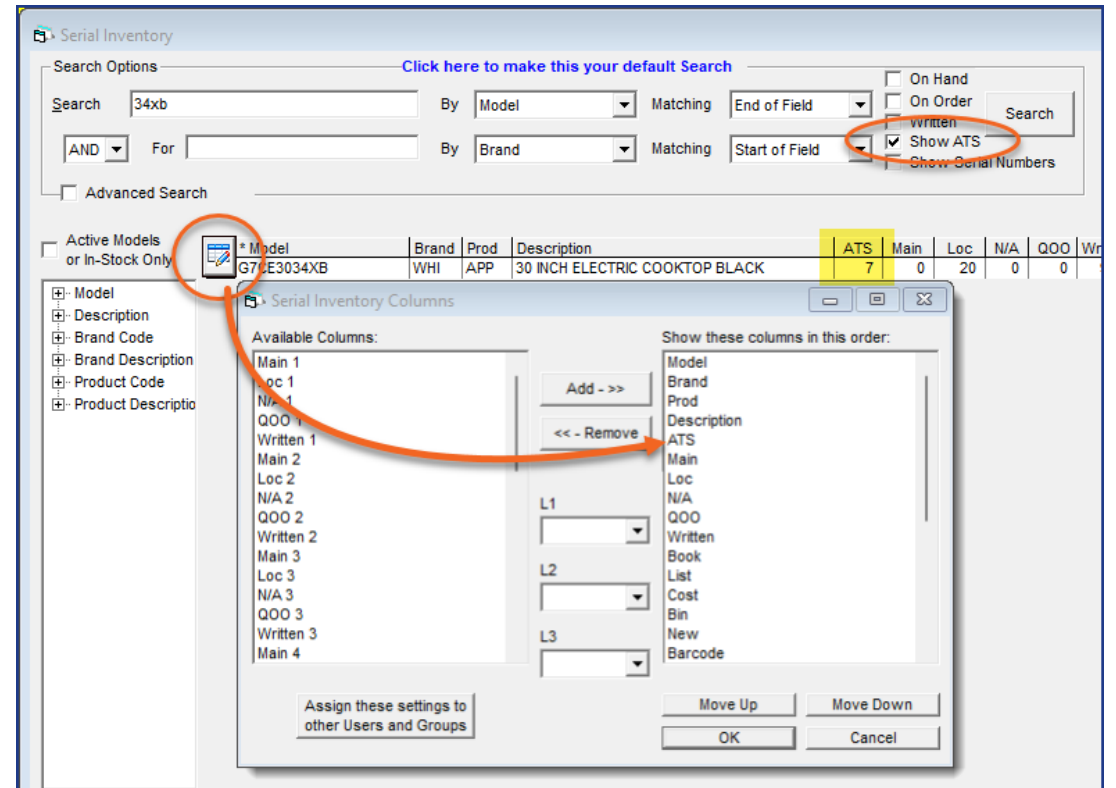


- ATS is an alternate metric that your staff can use to see how many serials are truly available to sell.
- The ATS number is calculated by EPASS based on QOH, Exclusive Reserved serials, location, Serial Type, Job Status, and supplier turnaround time.
- You can fine tune the calculation based on your business needs.
- There are 3 options that give you additional control and customization of the ATS calculation.



One Final Thing!

- You can view a model's ATS in the Serial Inventory window by adding the ATS column and selecting the **Show ATS** checkbox.



Questions?



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