# BURROUGHS COMMERCIAL BUSINESS MANAGEMENT SYSTEM II 

For effective management of current and future trends in your business



## Burroughs Commercial BMS ${ }^{\circledR}$ II Program Products

Burroughs Commercial BMS II programs are designed for use with the Burroughs B 80 system. The B 80 is a very small, fully featured general purpose computer system designed to bring a full range of larger computer system features to the small system user.

The B 80 system combines a powerful, advanced microprogrammed processor with Burroughs exclusive Computer Management System (CMS). CMS is an integrated system of operating and application software that includes the Master Control Program (MCP), the Data Control System (DCS), high-level language compilers, interpreters, utility routines, Burroughs Data Base Bridging System, and Commercial BMS II programs.

Since CMS provides the capacity to grow within the B 80 series and beyond - without reprogramming - your Commercial BMS II programs are compatible with the future.

## Your Benefits

Commercial BMS II programs-- Are ready to use immediately. - Are available at a fraction of the cost of developing your own programs.

- Are modular for each accounting function, and may be installed in any desired sequence.
-Provide up-to-date management reports for effective decision making.

Complete, current, accurate information available to those who need to know is the key to sound business management. It's a vital link to improving customer service, expanding market share, lowering expenditures and increasing profits.

The Commercial BMS II reporting system supplies a complete, up-to-date business profile. It provides for the recording and auditing of input data, the creation and maintenance of a complete and comprehensive record system, and the total reporting requirements needed for effective, profitable management.




Burroughs Commercial BMS II Reporting System for Effective Management of Current and Future Trends in Your Business

## Invoicing and Sales Analysis

Gross Margin Analysis
Invoice Register
Sales Analysis by Salesman by Product Class
Tax Reports
Accounts Receivable and Customer Reporting
Statements Balance Forward or Open Item
Age Analysis Report
Sales and Profit Analysis by Customer
Inventory Control
Inventory Status by Location
Inventory Value
Physical Count Work Report
Buyer's Guide
Ranked Item Sales Analysis by Profitability

## Inventory Management

Buyer's Guide
Multiple Period History of Inventory Issues
Low Stock Report
Comparative Return on Investment by Item
Turnover by Item
Potential Excess Inventory by Item
Accounts Payable and Cash Planning
Purchase Journal
Cash Requirements
Periodic Liabilities Forecast
Cash Disbursements Journal
Check Register/Remittance Advice/Checks
Payroll and Labor Analysis
Check Register/Paychecks
Deduction Reporting
Payroll Journal
Cost Center Analysis
Government Reports

## General Ledger and Financial Reporting

Income Statement
Balance Sheet Statement
Budget Reports
Multiple Period Comparison Report Comparative Operating Period Reports




Invoicing and Sales Analysis to Achieve Profit Goals and Improve Customer Service
Reports provide the necessary management tools to establish profitable pricing control and gross profit margin analysis on all items sold. The reports provide, on demand, gross profit margins by customer, by salesperson, by product. Finally, reports highlight the pricing margins, as well as where corrective action must be taken in order to achieve established profit goals.

The Invoicing Module prepares daily customer invoices, an invoice register, invoice totals, and an activity register. The increased accuracy through automation and the timeliness of these reports increase the responsiveness to each customer's needs.

In addition, the module creates a complete sales tax report and prepares all entries necessary to update the Accounts Receivable, Inventory and General Ledger modules.

## Sales by Salesman by Product Class

Who are the productive salespersons with high gross margins? Who are the salespersons with low gross margins? Which salespersons are productive in all product classes?

## Invoice Gross Margin Analysis

Is the current pricing and discount structure achieving gross-margin goals?

Additional Reports:
Invoice Register
Tax Reports

| SALESMAN -------------------PRIOD |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| number | PROD ${ }^{\text {NAME }}$ |  |  |  |
|  |  |  | GROSS | cost of |
|  | Class | UNITS | SALES | SAlES |
| 012 | JERRY OLSEN |  |  |  |
|  | 004 | 225 | 425 | 354 |
|  | 010 | 1726 | 3.452 | 2.382 |
|  | 011 | 930 | 4,650 | 3.162 |
| 013 | SLSMAN TOTALS JOHN SMITH |  | 14.351 | 9.861 |
|  |  |  |  |  |
|  | 004 | 2,375 | 4.489 1.548 | 3.740 |
|  | 007 | 676 | 1.548 | 1.058 |
|  | 110 125 | 545 1,150 | 2.725 2.310 | 1.853 1.478 |
|  | SLSMAN | n totals | 11.072 | 8.139 |
|  | GRAND | TOTALS | 25,423 | 18,000 |



FENTON FENCE COMPANY 74895 CROSS TOWN DRIVE NORFOLK. VIRGINIA 23610


FENTON FENCE COMPANY 74895 CROSS TOWN DRIVE NORFOLK, VIRGINIA 23610


| DISCOUNT | $\begin{aligned} & \text { GROSS } \\ & \text { MARGIN } \end{aligned}$ | $\begin{aligned} & \text { \% GROSS } \\ & \text { MARGIN } \end{aligned}$ | UNITS | GROSS <br> SALES | COST OF SALES | DISCOUNT | GROSS <br> MARGIN | \% GROSS MARGIN |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 9 | 62 | 14.90 | 1.080 | 2.040 | 1.700 | 43 | 297 | 14.87 |
| 70 | 1.000 | 29.57 | 8.457 | 16.915 | 11.672 | 343 | 4.900 | 29.57 |
| 140 | 1.348 | 29.89 | 4.371 | 21.855 | 14,861 | 658 | 6.336 | 29.89 |
| 337 | $4 \cdot 153$ | 29.63 |  | 71.185 | 48.922 | 1.659 | 20.604 | 29.63 |
| 91 | 658 | 14.96 | 12.350 | 23.343 | 19.452 | 473 | 2,418 | 11.06 |
| 31 | 449 | 29.60 | 3.448 | 7.895 | 5.446 | 158 | 2.291 | 29.61 |
| 55 | 817 |  |  |  | 8.524 | 253 | 3.758 3.773 | 30.60 |
| 46 | 786 | 34.72 | 5.520 | 11,088 | 7.094 | 221 | 3.773 | 34.72 |
| 223 | 2.710 | 24.98 |  | 54,861 | 40.516 | 1.105 | 13.240 | 24.63 |
| 560 | 6.863 | 27.60 |  | 126.046 | 89.438 | 2.764 | 33.844 | 27.45 |

ABC COMPANY
SALES BY SALESMAN BY PRODUCT CLASS

## O DATE----------------------

GROSS \% GROSS GROSS COST OF DISCOUNT MARGIN MARGIN

PAGE
1

ABC Company
418 International Road
Detroit, Michigan 48232



## Inventory Control and Inventory Management which Improves Customer Service while Lowering Inventory Investment

 The Inventory Control/Inventory Management modules track the vital information necessary to reduce capital investment while improving customer service. The reports display all the information needed to make complete, on-time deliveries to customers while accelerating business growth.Reports-complete, current, accurate-indicate reorder schedules, buyer's guide, current inventory, activity, stock value, 13-month history, low stock, ranked sales analysis, potential excess in stock, turnover on current stock, and comparative return on investment. All the information is present to aid managing sales growth and profits. It's all available on demand.

## Buyer's Guide

Do we have any dangerous stock conditions?
How many have we issued?
When did we last receive any?
When did we deliver last?
Which items do we have to reorder now?
How much is on-hand?
Do we have anything on order for the item?
Additional Reports:
Inventory Status by Location
Inventory Value
Physical Count Work Report
Ranked Item Sales Analysis by Profitability
Potential Excess Inventory by Item
Where are the possible excess holdings?
What value do they represent?
Are the possible excess holdings due to demand decrease?
Wrong safety stock? Wrong standard order quantity?
An unchecked standing order?
Is the lead time realistic?
Additional Reports:
Multiple Period History of Inventory Issues
Low Stock Report
Comparative Return on Investment by Item Turnover by Item

## DATE 0301 7-

PRD STOCK NUMBER VNDR NO STD ORD OTY DESCRIPTION-REFERENCE RE-ORDER PT

```
A 00412415710 2141678 250
    SCREMDRIVER 6" 500
C 004 12415730 2141678 250
    SCREWDRIVER 8" 500
A 00412415740 2141678 250
    SCREMDRIVER 10" 500
8 00412415750 2141678 250
    SCREWDRIVER 12" 500
```

                            THIS
    PRD STOCK NUMBER CURRENT
A 00412415710
SCREWDRIVER 6"
A 00412416101
PLIERS 6*
B 00412447401
PLIERS $8^{* *}$
C 00412447601
PLIERS $10^{*}$



## Accounts Receivable and Customer Reporting for More Profitable Control

Proper control of Accounts Receivable can determine whether a business is in the profit or loss column. Generated reports show the cash flow with late and slow paying customers identified. Proper business action can be taken to reduce bad debts.

Customers and salespersons are analyzed in terms of gross sales and gross profit margins to help identify the most important accounts and contributions to profitability.

In addition, the Accounts Receivable module creates accurate customer statements, customer status reports, periodic activity reports, as well as preparing all entries necessary to update the General Ledger module.

## Age Analysis Report

Who are the slow paying customers? Which accounts are exceeding their credit limit? How much have they bought this year?
When did they last pay?
How old are the unpaid balances?
How much of the total accounts receivable is past due?

## Sales and Gross Margin Analysis

Who are the profitable accounts?
Are there customers with high sales but insufficient gross margins?
Who are the productive and profitable salespeople? Are sales volumes (by salesperson) carrying the desired gross margins?

Additional Reports:
Statements Balance Forward or Open Item
Data Entry Audit Journal


## AGE ANALYSIS REPORT



## ABC COMPANY

SALES AND GROSS MARGIN ANALYSIS

| $\begin{aligned} & \text { SALES } \\ & \text { PID } \end{aligned}$ | $\begin{gathered} \text { SALES } \\ \text { YTD } \end{gathered}$ | MARGIN PTD | MARGIN YTD | DATE LAST SALE |  |  | MARGIN \% PTD | MARGIN \% YTO |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 257.10 | 427.50 | 48.77 | 93.95 | 02 | 23 | 7- | 18.97 | 21.98 |
|  | 122.50 |  | 28.40 | 01 | 27 | 7- |  | 23.18 |
| 6.315 .74 | 11.401.02 | 1.172.20 | 2.251.70 | 02 | 29 | 7- | 18.56 | 19.75 |
| 861.00 | 861.00 | 111.00 | 111.00 | 02 | 15 | 7- | 12.89 | 12.89 |
| 7.433.84 | 12.812 .02 | 1.331 .97 | 2.485 .05 |  |  |  | 17.92 | 19.40 |
| 5.100.00 | 19,610.01 | 867.20 | 3.529.80 | 02 | 15 | $7-$ | 17.00 | 18.00 |
| (1) 44.215 .87 | 8-418.21 | 669.06 | 1.217.21 | 02 | 19 | 7 | 15.87 | 14.46 |
| 1 | 200.00 |  | 30.00 | 01 | 04 | 7- |  | 15.00 |
| 314.26 | 774.86 | 62.44 | 173.24 | 02 | 12 | 7- | 19.87 | 22.36 |
| 3.726.73 | 6.255.10 | 787.46 | 1.239-00 | 02 | 17 | 7 | 21-13 | 19.84 |
| 615-18 | 1.722.50 | 140.01 | 412.40 | 02 | 13 | 7- | 22.76 | 23.94 |
| 74.19 | 425.10 | 12.40 | 137.60 | 02 | 26 | 7- | 16.72 | 22.01 |
| 11.718.23 | 4.098 .60 | 318.56 | 714.80 | 02 | 21 | 7- | 18.54 | 17.44 |
| 1.094.12 | 2.175.00 | 258.76 | 560.90 | 02 | 18 | 7- | 23.65 | 25.79 |
| 527.72 | 1.210.50 | 125.97 | 338-15 | 02 | 05 | 7- | 23.87 | 27-93 |
| 17.386.30 | 45.089 .88 | 3.271 .86 | 8,353-10 |  |  |  | 18.82 | 18.53 |
| $265,895.14$ | 556,479.50 | 49,567.88 | 98.875.22 |  |  |  | 18.64 | 17.77 |



Accounts Payable and Cash Planning to Increase

## Cash Effectiveness

The Accounts Payable module provides an efficient method of recording and selectively liquidating vendor liabilities. The module offers a choice of accounting plans: an accrual plan (build-up), a cash plan (direct pay), or a combination of both.

## Accounts Payable Cash Requirements

How much is currently due?
How much is due in the future?
How much is owed in foreign currency?
Are there any invoices overdue?
How much discount is to be taken or lost?
Should payment be-
-All due automatically?
-Selectively by vendor or item?
If so, which are best to pay?
-Partially for some items?
-In foreign currency?
-Be made at all?
Accounts Payable Periodic Liabilities Forecast
How much is due for each payment?
How much is due in the future?
How much is owed in total?
What is the net payables liability? Gross payables liability?
Additional Reports:
Purchase Journal
Cash Disbursements Journal
Checks/Remittance Advice
Check Register


## ABC COMPANY

PAGE 3
accounts payable CASH REQUIREMENTS

GROSS AMOUNT ALLOWABLE
net amount due
CURRENT 03207 - 0331 7-
500.00
500.00
10.00
490.00
10.00
490.00
.00
300.00
.00
300.00 .
325.00
400.00
725.00
6.50 *
325.00
$8.00 \quad 392.00$
$8.00 \quad 717.00$
.00
166.67


ABC COMPANY
PAGE 3
accounts payable
PERIODIC LIABILITIES FORECAST

** *
166.67

$$
166.67
$$

166.66 166.66
$\begin{array}{llllllllllll}2.800 .00 & 166.67 & 1.300 .00 & 700.00 & 826.67 & 800.00 & 375.00 & 666.66 & 425.00\end{array}$


Payroll and Labor Analysis to Provide Fast, Accurate Reporting The Payroll module combines the computational power and speed of the computer with simplified operator control. It performs a complete accounting process, from Time Card to General Ledger, with one handling of the input data.

Checks may be produced for a variety of pay and deduction options with rate of pay/salary and standard deductions being retrieved automatically from the disk-stored data base. All earnings and tax calculations are automatic. Program flexibility allows the operator to override all automatic operations with manual listings to handle exceptions, which occur in every business.

## Payroll Journal

What is the employee's cost center?
Who worked overtime this pay period?
What is an employee's total hours this pay period?
Who has exceptions to this period's payroll?
What deductions does each employee have?
What is each employee's net pay?

## Cost Center Analysis

Which cost centers have an excess of overtime this pay period? How many hours were charged to each cost center this pay period?
What were the total earnings charged to each cost center this pay period?

Additional Reports:
Check Register and Paychecks
Deduction Reporting
Government Reports

DATE 0227 T-

| ERRORS |
| :--- |
| WARNINGS |
| EMUMBER COST | CENTER HOURS

EMPLOYEE NAME

EMPLOYEE NAME

| 1027 | 28314 | 50.00 |
| :--- | :--- | :--- |
| 1027 | 28309 | 10.00 |
| 1027 |  |  |

frank kinsey
60.00*

111428314
1114
1114
1114
MICHAEL RANOOLPH

JOURNAL TOTALS $\quad 2.040 .00$ *

* EXCEPTION INPUT

DATE 0227 7-

| COST | TOTAL |
| :--- | ---: |
| CENTER | HOURS |
| 28308 | 40.00 |
| 28309 | 275.50 |
| 28310 | 84.00 |
| 28311 | 130.00 |
| 28312 | 390.00 |
| 28313 | 769.00 |
| 28314 | 132.00 |
| 28315 | 1.820 .50 * |

ABC COMPANY PAYROLL JOURNAL


| ABC COMPANY |  |  | PAGE 011 |
| :---: | :---: | :---: | :---: |
| COST CENTER ANALYSIS |  |  |  |
| PREMIUM | PEGULAR | PREMIUM | TOTAL |
| HOURS | EARNINGS | EARNINGS | EARNINGS |
|  | 210.00 |  | 210.00 * |
| 47.00 | 1.645 .75 | 131.00 | 1.776.75* |
| 20.00 | 318.00 | 94.75 | 412.75* |
|  | 4.380 .00 |  | 4.380 .00 * |
|  | 420.00 |  | 420.00* |
| 30.00 | 2.528 .16 | 102.90 | 2.631.06* |
| 114.50 | 4.918 .79 | 247.12 | 5.165.91* |
| 8.00 | 840.00 | 25.00 | 865.00* |
| 219.50* | 15.260.70* | $600.77 *$ | 15.861 .47 * |



## General Ledger and Financial Reporting to Monitor Progress and Profits

The General Ledger module provides comprehensive operating reports as a by-product of both automatic transfer of data from other accounting functions and a simplified recording of general journal entries. Additional capabilities are incorporated to permit instant availability of accurate and current general ledger account status.

## Variable Budget Report

Are the goals on target?

- On income?
-On expenses?
What are the current trends?


## Comparison Report

What are the major account fluctuations as compared to the previous year?
-On income?
-On expenses?
What are the current trends?
Additional Reports:
Income Statement
Balance Sheet Statement
Multiple Period Comparison Report
Comparative Operating Period Reports

```
        DATE 12 01 7-
```

ACCOUNT NUMBER
ANNUAL BUDGET
073100000 SALES GROUP I
$396,000.00$
077100000
SALARY EXPENSES
115.000 .00
077400000 GENERAL EXPENSES
75.000.00
TOTAL EXPENSES
190.000 .00

```
DATE 1201 7-
```

            TITLE
    SALES GROUP I
SALES GROUP II
SALES GROUP III
GROSS SALES REVENUE
ADJUSTMENTS TO GROSS SALES
NET SALES REVENUE
COST OF GOODS SOLO

```
GROSS MARGIN ON SALES
```

SALARY EXPENSES
GENERAL EXPENSES
TOTAL OPERATING EXPENSES
NET PROFIT OR LOSS

ABC COMPANY
ABLEBUOGETREPORT PERIOD BALANCE BDGT PCT
YTO BALANCE

| 381,070.00 | $362.973 .60$ | $\begin{gathered} 5.00 \\ 973.60 \end{gathered}$ |
| :---: | :---: | :---: |
|  | 9.500 .00 | 8.33 |
| 104.500.00 | 105.409.00 |  |
|  | 10.800 .00 | 12.00 |
| 72.550 .00 | 63.750 .00 |  |
|  | 20.300.00 | 9.78 |
| 177.050 .00 | 169.159.00 |  |

PAGE 1

ABC COMPANY
PAGE 1
C O M P A RIS ON REPORT

$$
\begin{array}{rr}
\text { PERIOD BALANCE } & \text { PERIOD BALANCE } \\
27.200 .25 & 23.750 .00 \\
13.537 .25 & 6.486 .15 \\
24.750 .00 & 18.250 .00 \\
65.587 .50 & 48.496 .15 \\
4.112 .50- & 1.500 .00- \\
61.475 .00 & 46.995 .15 \\
37.170 .50 & 30.710 .00 \\
24.304 .50 & 16.286 .15 \\
9.500 .00 & 8.000 .00 \\
10.800 .00 & 7.500 .00 \\
20.300 .00 & 15.500 .00
\end{array}
$$



## Plus Burroughs Full Support to Achieve a Successful Commercial BMS II Installation

With a Burroughs computer system, you'll have more than just a sophisticated piece of electronic hardware. You'll have the full support of a worldwide company dedicated exclusively to equipment and systems for data processing.

## Years of Experience and Proven Successful Operation

Burroughs has demonstrated its ability to justify your confidence and trust through many years of successful operation.
-Worldwide Operations

- 90 Years of Experience
- Recognition as one of the Industry Leaders
-Continual and Successful Growth


## System Design

Our marketing representatives, in addition to being technically competent in our product lines, are fully-trained in systems design. Their ideas and experience can help you select the equipment and system that will assure you of getting the most results for the least investment.

## Standard Forms

Standard forms and journals to support BMS operation are available from Burroughs Office Products Group/Business Forms Division. These standard forms further reduce the time and cost to implement a Burroughs system.

## Programming

Our programming team's extensive library of proven applicational program products and Business Management Systems will put you fully operational faster, and at a lower, economical cost.

## Service and Support

These highly-trained, professional field engineers will keep your computer operating at peak efficiency.

## Education

Our customer education staff will train your personnel in every aspect of B80 system operation and implementation and BMS application program installation and operation.


System Design



Standard Forms

## Burroughs B

