

klopotek.

**Advertising Sales and
Management System
(ASM)**

Version 8.7

Status: October 2008

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Klopotek & Partner GmbH
Schlueterstrasse 39
10629 Berlin
Germany

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ADVERTISING SALES AND MANAGEMENT SYSTEM

Customer Pool (ASM)

Business Partner (892) - Bookseller No. 1

Customer No./Account No. 3028 / 3028 Company Group The Trade Publish...

Customer (ASM) Customer (ASM), Customer (BSD)

Business Partner Bank Info Standard Usage Classification Notes Mark Activity Log

Links Terms Hold Accounts Completions Agency

Group Compl. Collect.Compl.

Completion	Start/End of Duration	Status	Publication
2 E	01.08.2006 - 31.12.2010	Entered	BIO, Nr. 1
1 E	01.01.2001 - 31.12.2003	Released	BIO, Nr. 1

Completion No. 2 Discounts Per page

Start/End of Duration 01.08.2006 - 31.12.2010

	Fr.D.Rate	Qty D.Rate	Turnover
Plan	%	20,0000 2,00 %	2.000,00 10,00 %
Act.	0 0,00 %	0,000000 0,00 %	0,00 0,00 %
Diff	0	-20,0000	-2.000,00

Note

Publication
BIO, Nr. 1 explicit added on : 19.09.2006

Advertisements / AS Type

- Customer with contact person and agency
- Correspondence, delivery and invoice addresses
- Agency and group assignment
- Classification
- Automatic representative assignment
- Customer and invoice hold
- Payment terms and bank information
- Frequency and quantity discount rates (pages/millimeters)
- Collective invoice
- Flexible periods
- Customer, group and collective completions, parallel completions

ADVERTISING SALES AND MANAGEMENT SYSTEM

Publication Pool/Prices (ASM)

Type Area		Order Handling		Content		Comments		Cit. Index		ASM Position	
Supplement		Sections		Schedule		ASM Sections		Production		Contributors	
Links		Classification		General Terms		Bibliography		Sales Tax		Special Terms	
Prices		Shipment		ASM Comb.		Combination		Version Type		Product Type	
Published		Regularly		Description		Perforated, stitche		2. Product Type		2. Description	
Status		Active		Hold							
Ship.Domestic		Printed paper rate		Early Cancellation		<input type="checkbox"/>		Distribution Hold		<input type="checkbox"/>	
Mail Sort No.				Cancell.Deathline				Codes		<input checked="" type="checkbox"/> Gratis	
Ship.International		Air Mail		Within Duration				In Stock		<input type="checkbox"/> Sample/Invoice	
Year 2002 - 0 B/3 H		Hold						Year 2006, Issue 4			
Issue 1 - 01.01.2002S		Name		Issue		4		Weight		2,79 oz	
Issue 2 - 01.04.2002S		Year Type						Reference No.			
Issue 3 - 01.08.2002S		Frequency						Times Cover Date			
Issue 4 - 01.12.2002S		Implementation						Planned Pages/Units		Editions	
Year 2003 - 0 B/4 H		Distribution						Pages		Regular	
Issue 1 - 01.01.2003S		Planned Pub.Date		01.10.2006				Units		Marketing	
Issue 2 - 01.04.2003S		Delivery						First/Last Page		Other	
Issue 3 - 01.08.2003S		Initiate Distribution						Total			
Issue 4 - 01.12.2003P		Production						Materials Close			
Year 2006 - 0 B/4 H		Published Online									
Issue 1 - 01.01.2006P		No Invoice		<input type="checkbox"/> Physical		<input checked="" type="checkbox"/> Incl.Supplement		<input type="checkbox"/> Specimen Cpy!			
Issue 2 - 01.04.2006P		Releas.for Invoicing		<input type="checkbox"/> Available		<input checked="" type="checkbox"/> Single Iss.Order		<input type="checkbox"/> Comb.Iss.			
Issue 3 - 01.07.2006P		POD Suitable		<input type="checkbox"/> Reasons, POD Not Suitable							
Issue 4 - 01.10.2006P		POD Active		<input type="checkbox"/> Diverse				Price List Validity		01.10.2006	
Year 2007 - 0 B/4 H		Cost Unit						Deadline for Adv.			
Issue 1 - 01.01.2007P		Order as						Deadline for Ins.			
Issue 2 - 01.04.2007P		Special Name						Deadl. for B.I.			
Issue 3 - 01.07.2007P		Number									
Issue 4 - 01.10.2007P		ISBN									
		Title									

Publications

- Basic advertising management system, including editorial and subscription management
- Publication, version, year, volume, issue structure with additional issues
- Publication number
- Versions published regularly and irregularly

Publication Pool/Prices (ASM)

- Publication cancellation and integration
- Publishing publisher
- Printing house
- Language
- Issue format and type area
- Sections and subsections
- Contributions and advertisements
- Frequency
- Position management

Publication Pool/Prices (ASM)

Price List - BIO, Children's Biology, Nr. 2, Current

2 Valid from 01.08.2006 to 31.12.2008 Current
 1 Valid from 01.01.1999 to 31.12.2002 Current

No. Valid from to
 ORCom. Wait. Ed. Curr.
 Note

Advertising Prices | Surcharges | Discounts | Advertising Specials

Ad. Type	Format	Color	Position	Col.	Basic Price	Basis	Key
Adv. for a Pos	2 Pages (136)				200,00		ap2
Product Displ.	2 Pages (136)				200,00		ap1
Cover Page	2 Pages (136)				200,00		ap3
In Body (Text)	2 Pages (136)				200,00		ap4
Deliv. Sources	2 Pages (136)				200,00		ap5
Internet Adv.	2 Pages (136)				200,00		ap6

Ad. Type Format Color Position Col. Basic Price Basis Key

Disc. Commis. OR Commis. Compl.

Note

Prices

- Price list number
- Validity (defined period)
- Waiting
- Price log and price modifications valid in the future
- Basic price and price basis per advertisement format
- Surcharges: color, PMS, bleed, position
- Job, general and box number advertisements
- Classified ads
- Bound inserts, supplements, enclosures
- Combined price
- Frequency and quantity discount rates (pages/millimeters)
- Special, combined and group discounts

ADVERTISING SALES AND MANAGEMENT SYSTEM

Representative Pool, Representative's Commission

Business Partner (989) - Priscilla Walmsley

Rep.Type: Representative Rep.ID: REP1 Company Group: The Trade Publishe

Representative (ASM) Representative (ASM)

Business Partner Bank Info Standard Usage Classification Notes

Mark.Activity Log Links **Commission** Responsibility

Preset All Sort Ad/Publication

Ad. Type	Adv. Special	Direct/Agency	Country	Publication	Commis.
Product Displ.				BIO / 1	10,00 %
Adv. for a Pos.				BIO / 1	10,00 %
Cover Page				BIO / 1	15,00 %
Adv. Pages				BIO / 1	10,00 %
In Body (Text)				BIO / 1	5,00 %
Deliv. Sources				BIO / 1	2,00 %
Internet Adv.				BIO / 1	5,00 %

Rep.Type: Representative ID: REP1

Paym.Method: Credit transfer Account No: 11112222

Taxable: Hold:

Specimens: Reas.:

Note:

Commission

- Automatic assignment to customers and orders
- Commission can be set per advertisement type, direct/agency, country and publication
- Commission lists for all representatives

Responsibility

- Responsibility according to
 - Country, Nielson area, state, ZIP code
 - Industry, product line, advertisement type
 - Area of responsibility

ADVERTISING SALES AND MANAGEMENT SYSTEM

Offer Processing

Offer - No. 90

Company Group The Trade Publisher

Advertiser 3005, Willersbach GmbH, 10585 Berlin, Otto-Suhr-Alle 12 Agency 4032, Customer No. 1, 30857 Langenhagen, Neu- Entered

BIO/1 Children's Biology

112 Entered 297,31
Year 2007, Issue 1
Deliv. Sources 2 Pages (136-) 1

Offer no. 90 Order Ref. Order Date 03.05.2007

Advertiser [?] 3005 Willersbach GmbH, 10585 Berlin, Otto-Suhr-Alle 123 Inv. Addr. Adj.
E-mail [?] wwil@willersbach.de Willersbach GmbH, 10585 Berlin, Otto-Suhr-Alle 123 Enterprise
Group
E-Invoice E-Address [?]
Rep. [?] INGA Willersbach GmbH, 10585 Berlin, Otto-Suhr-Alle 123 Commis.

Agency [?] 4032 Customer No. 1, 30857 Langenhagen, Neusserstr. 2 Inv. Addr. Adj.
E-mail [?] Customer No. 1, 30857 Langenhagen, Neusserstr. 2 Enterprise
E-Invoice E-Address [?]
AG Commissionable Default OR Commis. Reas.
Rep. [?] Commis.

Reserved Free of Charge Reason Free of Charge
Ready for Compl. Internal Ad. Cost Center Internal Ad.
Current Price List Publication on Hold Reason Pub. on Hold
Order Follow-up Invoice Advance Invoice Paym. Method Standard
No. of Invoices 1 AdvancePayment Pay. Term 30 days net
Until Cancelled Interval Cancel. Collective Inv. Freq.
Combination Issue Insertion Amounts Offer Price List Currency GBP
Mark. Activity No. Customer Currency GBP
Notes on Advertiser / Agency Chance of Success 10 %

1 Insertion Ord. 297,31

- Preparing an advertisement order
- Offers can be confirmed and converted into orders
- The relevant publication and customer data provides the basis, and contains the agreed offer terms
- Pricing can be based on existing discount settlements
- Offers can be used to create transactions and to manage reminders
- Further offers can be generated from existing offers
- Percentage chance of success entry for offer and offer insertions

ADVERTISING SALES AND MANAGEMENT SYSTEM

Order Fulfillment and Invoicing Advertisements incl. Shipment of Advertiser's Copies

Order No. 99		Company Group The Trade Publisher	
Advertiser 3028, Bookseller No.1, Cambridge, CB3 9DA, 15 Sidgwick		Agency 4032, Customer No. 1, 30857 Langenhagen, Neu: Entered	
BIO/1 Children's Biology 116 Entered Year 2007, Issue 3 1		Invoice Specimens BoxNo.Ship. Delivery Address Order Insertion Ord. Representative Texts Class.Ad.	
Order No.	99	Order Ref.	Order Date 20.08.2007
Advertiser[?]	3028	Bookseller No.1, Cambridge, CB3 9DA, 15 Sidgwick	Inv. Addr. <input type="checkbox"/> Adj. <input type="checkbox"/>
E-mail [?]		Bookseller No.1, Cambridge, CB3 9DA, 15 Sidgwick	Enterprise <input checked="" type="checkbox"/>
Group			
E-Invoice <input type="checkbox"/>	E-Address [?]		Commis. <input checked="" type="checkbox"/>
Rep.[?]			
Agency[?]	4032	Customer No. 1, 30857 Langenhagen, Neusserstr. 2	Inv. Addr. <input checked="" type="checkbox"/> Adj. <input checked="" type="checkbox"/>
E-mail [?]		Customer No. 1, 30857 Langenhagen, Neusserstr. 2	Enterprise <input checked="" type="checkbox"/>
E-Invoice <input type="checkbox"/>	E-Address [?]		
A/G Commissionable <input checked="" type="checkbox"/>	Default OR Commis.	Reas.	Commis. <input checked="" type="checkbox"/>
Rep.[?]			
Reserved <input type="checkbox"/>	Free of Charge <input type="checkbox"/>	Reason Free of Charge	
Ready for Compl. <input checked="" type="checkbox"/>	Internal Ad. <input type="checkbox"/>	Cost Center Internal Ad.	
Current Price List <input type="checkbox"/>	Publication on Hold <input type="checkbox"/>	Reason Pub. on Hold	
Order Follow-up Invoice <input type="checkbox"/>	Advance Invoice <input type="checkbox"/>	Paym.Method	Standard
No. of Invoices	1	AdvancePayment <input type="checkbox"/>	Pay.Term
Until Cancelled <input type="checkbox"/>	Interval Cancel. <input type="checkbox"/>	Collective Inv. Freq.	30 days net
Combination <input type="checkbox"/>		Price List Currency	GBP
Issue Insertion Amounts <input checked="" type="checkbox"/>		Customer Currency	GBP
Mark.Activity No.			
1 Insertion Ord. 0,00		Notes on Advertiser / Agency	

Order

- Advertiser, agency, contact person
- Group affiliation
- Representative assignment; representative default setting
- Order terms
- Order confirmation (print, e-mail)
- Invoices, credit notes, additional charges, reverse postings
- Advance invoices
- Order modifications and extensions
- Copying orders
- Transfer of specimen copies to JSD
- Modification history

Order Fulfillment and Invoicing Advertisements incl. Shipment of Advertiser's Copies

Order No. 99

Advertiser: 3028, Bookseller No.1, Cambridge, CB3 9DA, 15 Sidgwick
 Agency: 4032, Customer No. 1, 30857 Langenhagen, Neu-
 Company Group: The Trade Publisher

BIO/M Children's Biology

116 Entered 347,72
 Year 2007, Issue 3
 Cover Page 2 Pages (136- 1

Invoice Specimens BoxNo.Ship. Delivery Address

Order **Insertion Ord.** Representative Texts Class.Ad.

Publication[?] BIO BIO/M, Year 2007, Issue 3 AS Entered
 Price List 2 Free of Charge Reas. Cancelled Default Box No.
 Publ. from to Hits Box No.

Completion Dat	Entered	Frequency	%	Qty	%	Turnover	%
Period	01.01.2007	31.12.2008	Nm.	1000	50,00	10.0000	2,00
System Compl.	Qty Type	Per page	Act	f	f	1.000,00	2,00
							350,00

Basic Price[?] Cover Page 2 Pages (136-170g/h)

PL Basic Price 200,00 Basis Ready for Compl.

Default BP Reas. Printing Material [?]

Quantity Price 200,00 Qty 1 Col. P.

Surcharges	%	Amount	R	A	V	AE	Note	Origin
Black-and-White		150,00	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>		Price list

Tech. Costs %-Typeset Amount

Disc.	%	Amount
Additional		
Follow-up Disc.		
Comb.Disc.	0,00	0,00
Group Disc.		
OR Commis.	0,65	
Rebate Type		
Mark.Activity No		

Charging	Amount
Insert Gross	350,00
Disc.	0,00
Insert Net	350,00
OR Commis.	2,28
Technical Costs	
Invoice Net	347,72

Settings

1 Insertion Ord. 347,72

Insertion Order

- Publication and issue assignment
 - Year, volume, issue
- Single, repeat and combined insertion orders
- Orders to run for one or more years or until revoked
- Job and general advertisements
- Supply sources, suppliers, classified ads and box number advertisements
- Advertising specials (supplements, enclosures, inserts), insertion orders in supplement issues
- Automatic price determination, also for credit notes and additional charges
- Format, size, positioning
- Color fees
- Prices from the price structure of the publication
- Completion period for discount terms
- Frequency and quantity discounts

Order Fulfillment and Invoicing Advertisements incl. Shipment of Advertiser's Copies

- Combined, group and special discounts

Order Fulfillment and Invoicing Advertisements incl. Shipment of Advertiser's Copies

Insertion Order (continued)

- Accrual by publication date (printed ads.) and period (banners)
- Printed ads. and banners
- Manual entry and automatic determination of surcharges
- Allocation of industries and brands

Notes

- Notes can be made for internal and external texts, for the order confirmation (document text) and for the invoice

Document Shipment

- Document shipment by quantity and buyer (customer/agency/contact)
- Label printing with quantity information

Invoicing

- Advance invoice, invoice and additional charges
- Pro forma for all insertions of an order
- Partial and full credit notes, reverse posting
- Credit note or additional charge upon order receipt
- Costs for creating print documents
- Representative commission
- Immediate invoicing
- Order and completion follow-up invoice
- Invoice covering several publications
- Two sales tax rates on one document

ADVERTISING SALES AND MANAGEMENT SYSTEM

Order Fulfillment Small Ads

Order No. 88

Company Group The Trade Publisher

Advertiser 3028, Bookseller No.1, CB3 9DA Cambridge, Sidgwick Ave Agency 4032, Customer No. 1, 30857 Langenhagen, Neuss Entered

Invoice Specimens BoxNo. Ship. Delivery Address

Order	Insertion Ord.	Representative	Texts	Class.Ad.
109	Entered			455,40

BIO/1 Children's Biology
Year 2006, Issue 4
Product Displ. 2 Pages (136-1 2)

Example
Text for an advertisement

Millimeter Ad.
Col. Width
Print on Ord. Conf.
Frame Type
Height
Total Height

Keyword [?] Add. Information 4 Add. Information 1 Add. Information 2
PRO Professional

1 Insertion Ord. 455,40

- Texts for classified ads
- Assignment of any number of keywords (classified ad sections)
 - automatic generation from advertiser name
- Export of classified ads
- Export list of keywords

- Prerequisite for the implementation: license for Order Fulfillment and Invoicing Advertisements

ADVERTISING SALES AND MANAGEMENT SYSTEM

Box Number Advertising

No.	Date Created	Box No.Replies [?]	Shipment
1	5.10.2005	Geofferey Banks, Inga Willers, WC2	BLU London, Henrietta S

Processing Box Number Advertisements

- Automatic box number assignment for the insertion
- Box number range specification per publication
- One box number shipment recipient to be specified per order
- Box number replies can either be entered with the address or as an amount
- Generate box number shipment labels (incl. repeat print)
- Box number transaction management

ADVERTISING SALES AND MANAGEMENT SYSTEM

JOURNAL EDITORIAL MANAGEMENT

Codes/Reader Service

Company Group * Star Group

Publication[?] BIO BIO, 1st Version, Year 2005, Issue 1 Sort

BPNo.	Customer	Advertisement Format/Contribution Title
Delivery Address	Subj.	
Ad./Contribution No.	Qty.	Page
Keyword	Code	
ADV 508	Willersbach GmbH, 10585 Berlin, Otto-Suhr-Alle 123	ANZ, In Body (Text) ,1x2 Pages (136-170g/m²)
	Willersbach GmbH, 10585 Berlin, Otto-Suhr-Alle 123	
	80	83 1,00

- Assignment of codes at publication level to contributions and advertisements
- Advertisement codes
 - For coded advertisements the specification of codes is on a per insertion basis within an advertising order
 - Per advertisement insertion order there is exactly one reader service customer
 - There can be any number of codes for an advertisement insertion order
- Contribution codes
 - There can be several reader service customers per contribution
 - Each reader service customer of a contribution can be assigned a code number
- Recording responses to coded journals, manually or via an interface
- Sending responses via an OLE interface to the reader service customers (ASM only)

ADVERTISING SALES AND MANAGEMENT SYSTEM

Print Copy Management

Printing Material Pool - # 23

Printing Material Links

Received on: 31.12.2000 00:00 Status: Entered

Subj. PM Number: 23 Ext. PM Number: 23EXT

This is the Motiv

Printing Material	Adv. Special	Qty	Weight	Warehouse
Positive film		100	2 g	
Proof Copy	<input checked="" type="checkbox"/> [?] 303	Inga Willers, CB3 9DA Cambridge, Sidgwick Avenue 44		
Return Material	<input checked="" type="checkbox"/> [?] 304	Ristorante "Bella Italia", The Typical Italian Restaurant ...		
Supplier Material	[?] 298	Bell and Walter Ltd., Christchurch, Moorhouse Ave. 219		
Printing House	[?] 296	Dr. Nicola Bell, Christchurch, Southampton Street 161		
Adw/er	[?] 295	Gerald Fitz, UU2 3BM Lancaster, Lansdowne Road 24		
Lent to	[?] 294	Holly Wood, V11 2PI London, Broadway 111		
Lent for	SPOT / 1			

Notes on Advertiser
Notes

In-House Notes
Internal Notes ...

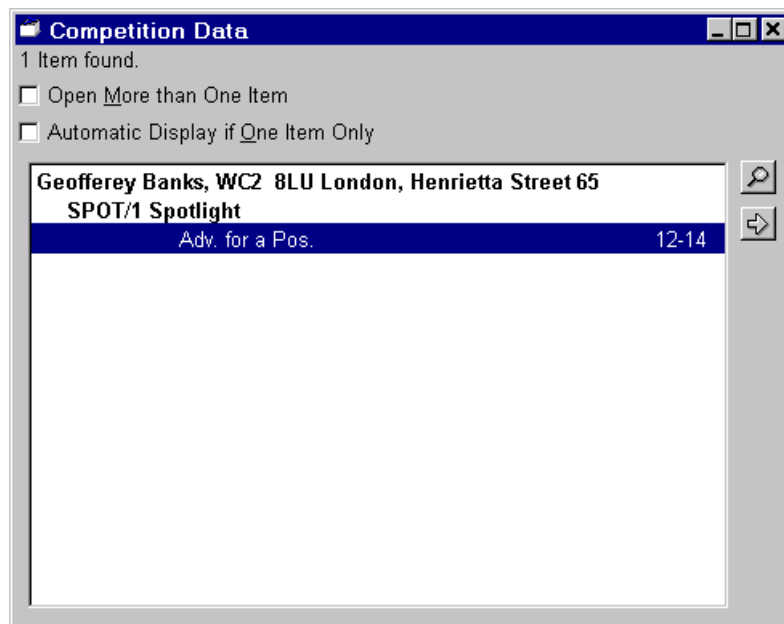
PM Requested	01.01.2001	PM requested by	
Delivered to Printers	15.01.2001	Proof Copy Sent	25.02.2001
Back from Printers	15.02.2001	Proof Copy Confirmed	28.02.2001
PM Lent	18.05.2001	PM Returned	15.03.2001

Order	Publication	Year/Vol./Issue	Color	Format	Line
67	BIO	Year 2001, Issue 4		2 Pages (1)	

- Description of the print documents
- Print document status
- Integration in several insertions
- Overview of usage
- Selection via advertiser, printing house and supplier
- Print document plan generation for insertions
- Proof copy management
- Management of external publications

ADVERTISING SALES AND MANAGEMENT SYSTEM

Analysis of Competition



Input and evaluation of advertisements in competitive publications

- Enter advertisements
- Online display
- Competition reports
- Selection via the marketing component (MKG) possible
- Allocation of industries and brands

ADVERTISING SALES AND MANAGEMENT SYSTEM

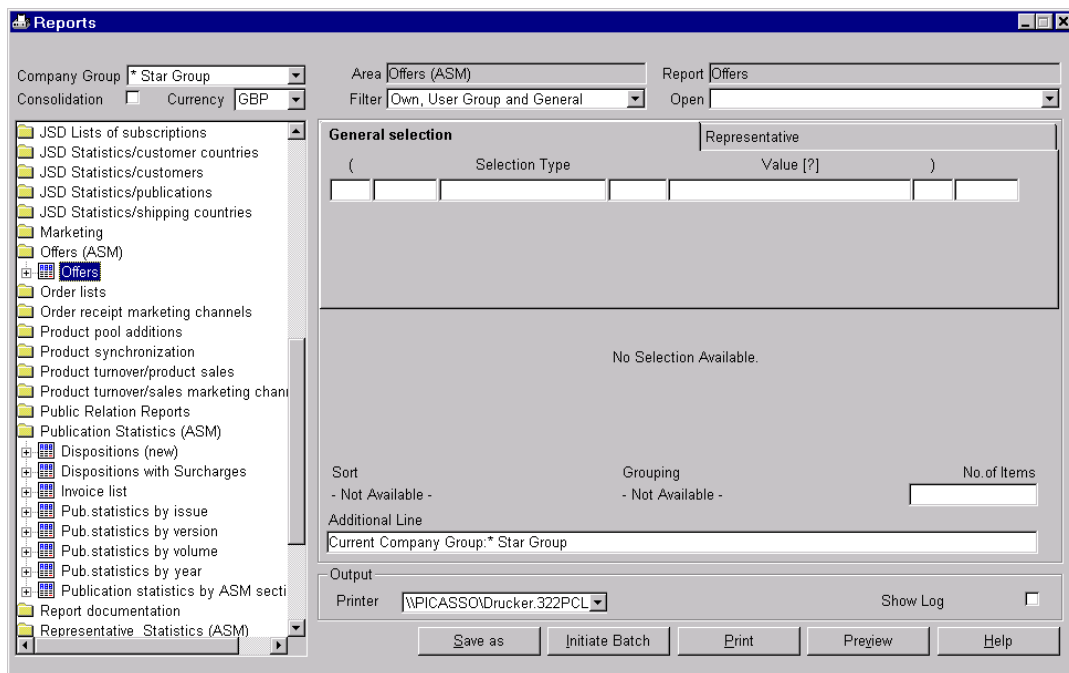
ASM Customer ViewPoint

The screenshot displays the 'OVERVIEW' page for a customer named 'Bondway Bookshop' with account number '4051'. The interface includes a navigation menu with options like 'Gen.BSD', 'Gen.JSD', 'Gen.ASM', 'Turnover Book', 'Turnover/Subs.', 'Acc.Info', 'New Thing', 'Pending Orders', and 'Inv.Line'. The 'Gen.ASM' tab is active. The main content area is divided into sections: 'General' (Invoice Address, Correspondence Group, Account No. 4051, Cust.Type), 'Addresses' (RH10 3DR Crawley, Cobbett Close 1), 'Communication' (No data available), and 'Contact' (Richard Bowden, Fax +44/30/837287).

- Flexible, individually scalable, ready-to-use, browser-based information tool
- Targeted overview of business process data
 - Compact info display of the most important main, insertion/sales revenue and invoicing data
 - Brief information from Customer (ASM)
 - Insertion orders/sales revenue: yearly trends, detailed view of company groups, publications/versions/volumes/issues
 - Invoice positions: Company group view, document details
 - Competition data: yearly trends, detailed view of company groups, publications/versions/volumes/issues
- Secure, real-time data access via internet browser or directly from ASM
- Different information is available to staff in different departments
- Personalized overview layout and contents: which data should be shown how and where
- Prerequisite for use of administrative part:
 - License for ASM Customer ViewPoint Administration

ADVERTISING SALES AND MANAGEMENT SYSTEM

Reporting (ASM)



- A standardized procedure supports the reporting process, this can be supplemented by individually defined evaluations
- Dispositions
- Publication statistics
- Customer and agency statistics
- Group statistics
- Representative statistics
- Competition data statistics
- Reports

ADVERTISING SALES AND MANAGEMENT SYSTEM

Printing Procedures (Documents, Enclosures)

- Document printing to export interface
- Options for controlling document flow (invoices, enclosures, transfer forms)
- Option to create customer-specific forms

- License includes Export Interface Voucher Printing

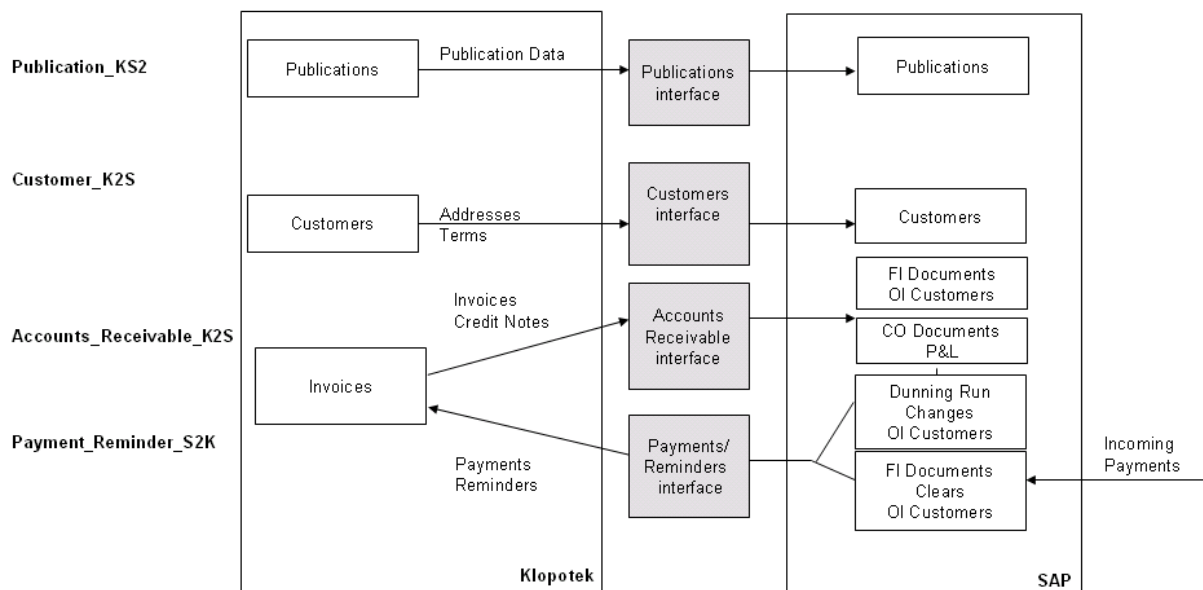
ADVERTISING SALES AND MANAGEMENT SYSTEM

Suppl: Export Interface Deferred Revenue

- Accrual data is transferred to a statistics and interface table for the last posting month.
- Transfer is carried out for, among other things, secured and to be secured:
 - net goods value
 - sales tax amount
 - shipping costs
 - evaluated net goods value.
- Accrual data is subsequently exported to a text file.

ADVERTISING SALES AND MANAGEMENT SYSTEM

Advertisement Sales Interface Package



- The advertisement sales interface package has the following interfaces:
 - Publication_K2S interface
 - Customer_K2S interface
 - Accounts_Receivable_K2S interface
 - Payment_Reminder_S2K interface
- These standard interfaces communicate the relevant sales, invoice and payment data for advertisements between the Klopotek and SAP systems. This information loop makes it possible to analyze data uniformly and generate the respective reports.
 - The journal, customer and invoice data (accounts receivable) is exported to interfaces from the Klopotek system. Text files generated by the batch procedure are imported into the SAP system.
 - The data pertaining to payments that have been made and reminders for advertisements are exported to an interface from the SAP system. The text file generated by the batch procedure during this process is imported into the Klopotek system.

E-Invoicing for ASM

Business Partner (692) - Bookseller No. 1

Customer No./Account No. 3028 / 3028 Company Group The Trade Publishe

Customer (ASM) Customer (ASM), Customer (BSD), Publicity Contact

Business Partner Bank Info Standard Usage Classification Notes Mark.Activity Log Links

Industries and Brands Terms Hold Accounts Completions Agency

Group [?]

Cust.Description Individual customer Aut.Debit.(BCA) Autom.Debiting

Account Account No. 3028 Limit Account No. Single Account Limit for E.P.D. Trade No. Limit Currency Pay.Term

Profile Cust.Type Insurance Credit Card Agency/Advertiser Adw/er Card Holder Invoice to Advertiser Company Inst. Currency GBP Valid as of / until 00/0000 00/0000 CVC/No.

Terms Regular Invoice Pay.Term 30 days net E.P.D. % Advance Invoice Pay.Term E.P.D. % AdvancePayment E-Invoice E-Comm. E-Signature Collective Invoice Interval Waiting Bonus Interval No. of Spec. Copies Spec.CopyType Full document Spec.Copy with Invoice No. of Invoice Copies 1 Notes on Order Processing Print Tot.Ord.Amount + S. Tax on Ord. Conf.

- Electronic document shipment, e.g. invoices
- Shipment via e-mail, FILE or FTP
- Securing the identity of the signer and the integrity of the signed data by electronic signature
- Archiving the electronic documents

Enhanced User Management and Password Security (incl. LDAP)

- Synchronization of the user data of an LDAP implementing directory service – for the Klopotek user schema (KAS schema)
 - Management of all user data and passwords centrally in an LDAP implementing directory service¹ – e.g. Microsoft® Active Directory® (AD)
 - Responsibilities for the database², for Klopotek access protection (rights in the Klopotek applications) and for central authentication (user and password) can be separated from one another.
- Upon synchronization to the Klopotek user schema, the user name, assignment to one or more user groups and user-specific properties are synchronized.
- Use of user profiles (templates) for LDAP synchronization to assign the same user-specific properties per user group (e.g. proprietor and company group)²
- Special user properties for the Product Planning and Management system (PPM) are automatically generated in the actual target databases²
 - Users are generated as special staff members
 - Users are assigned to a department
 - Users have special responsibilities defined for them
 - The owner³ of the user settings is assigned
- Enhanced password security for the user schema (KAS schema), if an LDAP implementing directory service is not used
 - Password has limited validity and user is sent a warning prior to expiration of validity
 - Structure of the password entered is checked against sample passwords
 - Number of times incorrect passwords can be entered can be limited and the period of time until hold is lifted defined
 - List of the most recently used passwords forces users to enter new passwords

¹ Currently only released for the LDAP implementing directory service Microsoft® Active Directory® (AD). The Klopotek software generally supports other LDAP implementing directory services. For questions and information about technical review, please get in touch with Klopotek & Partner GmbH.

² This functionality is part of version 8.7 and higher

³ This functionality is part of version 8.8 and higher

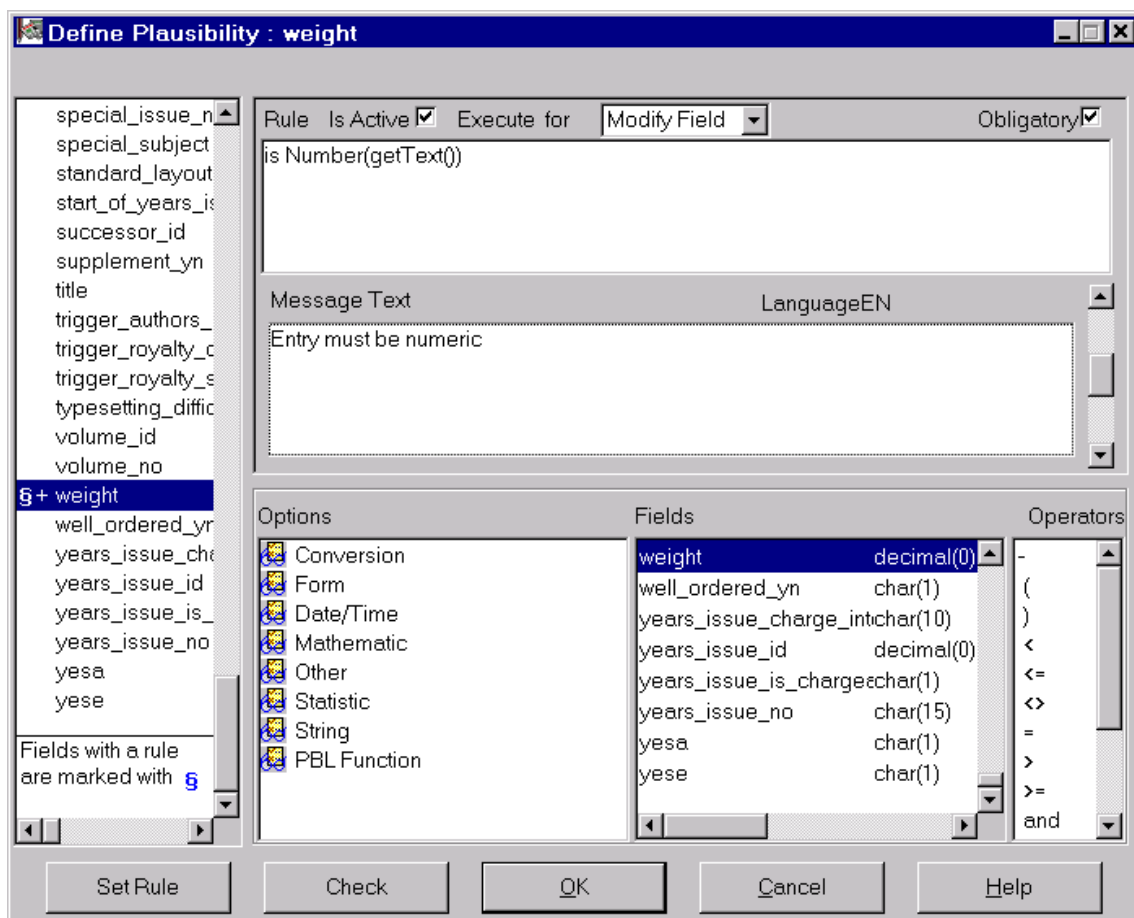
Interface Editor

- The **Interface Editor** is one of the Klopotek tools that makes it easy to process the data in interface tables. The **Interface Editor** works directly at database level.

The **Interface Editor**:

- can be *freely configured* with respect to the interface tables and columns you want to work with can be used to define interface tables and columns without having to open a different program
- can be *customized* using freely definable procedures (Oracle Stored Procedures) that provide user-defined functionality – at any time and without having to open a different program
- is *independent* of the version of Klopotek & Partner software you are using
- adheres to the security concept (Klopotek Authentication Server)
- can handle various generally available data formats for the *export* of the interface data
- provides a *print engine* that can be freely configured
- can only be operated via license keys for each interface table/function for *security reasons*
- *logs* all changes to interfaces

Customer-Specific Plausibilities



- Integration of customer specific plausibility checks
 - Ensuring data consistency through customer specific rules
 - Flexibility when operating with external systems
- Check when exiting a field or before saving in the database
- Applicable to all objects in the Klopotek software
- Prerequisite for the implementation: Version 8 of the PowerBuilder™ developer environment, to create global functions for individual complex rules

Klopotek Business Objects Universe for ASM

The screenshot displays three reports from the Business Objects software interface:

Top customer ranking

Customer	Rank	Volume	accum. Volume	Total split in %
Hombacher GmbH, 81241 München, Alte Allee 100	1	61.822	61.822	45.84 %
Smith & Co., WIC 2PJ London, Oxford Street 430	2	13.750	75.572	10.20 %
Example Ltd., CRO 4RR Croydon, Mile Cross Lane 3	3	13.000	88.572	9.64 %
customer 191919 A, 1018 MR AMSTERDAM, Oostenburgenvoorstraat 120	4	9.250	97.822	6.86 %
Indigo Services Ltd, RH10 3DR Crawley, Cobbett Clos 1	5	9.250	107.072	6.86 %
ECom Ltd, SE1 OSW London, Southwark Street 150	6	8.500	115.572	6.30 %
Reiter Import, 6211 MA Maastricht, Grote Looierstraat 3	7	7.000	122.572	5.19 %
Roxy Music, 80339 München, Landsberger Str. 100	8	4.250	126.822	3.15 %
customer 91920, 1018 MR AMSTERDAM, Oostenburgenvoorstraat 130	9	2.000	128.822	1.48 %
customer 91926n, 7411 PL DEVENTER, Binnensingel 35	10	2.000	130.822	1.48 %

Turnover and volume compared by key dates

Period 1: 01.01.2002 - 31.12.2002 / key date: 01.11.2002
 Period 2: 01.01.2003 - 31.12.2003 / key date: 01.11.2003
 Period 3: 01.01.2004 - 31.12.2004 / key date: 01.11.2004

Customer	Period 1		Period 2		Period 3	
	Turnover	Volume	Turnover	Volume	Turnover	Volume
ECom Ltd, SE1 OSW London, Southwark Street 150	14,300.00	4.000	6,255.00	2.500		
Example Ltd., CRO 4RR Croydon, Mile Cross Lane 3	2,502.00	1.000			24,750.00	10.000
Reiter Import, 6211 MA Maastricht, Grote Looierstraat 3	1,350.00	0.500	9,185.00	3.000	4,500.00	1.500
Smith & Co., WIC 2PJ London, Oxford Street 430	10,890.00	4.000	6,682.50	3.500	3,127.50	1.250
total	29,042.00	9.500	22,122.50	9.000	32,377.50	12.750

Publication according to orders

Currency of price list: £

Pub./version	Year	Issue	Volume Basic	Surcharges	Insert gross	Sum discount	Insert net	Agency disc.	Net agency
ENG/1	2002	1	1.00	2,750.00	275.00	3,025.00	0.00	3,025.00	2,722.50
	2002	4	0.50	1,500.00		1,500.00	150.00	1,350.00	1,350.00
	2002	6	1.25	3,445.00	275.00	3,720.00	69.50	3,650.50	3,348.00
	2002	8	1.00	2,750.00	275.00	3,025.00	0.00	3,025.00	2,722.50
	2002	9	2.25	6,195.00	275.00	6,470.00	69.50	6,400.50	6,098.00
	2002	10	1.50	4,140.00	1,100.00	5,240.00	139.00	5,101.00	5,101.00

- Klopotek Business Objects Universe for ASM facilitates flexible and customer-specific evaluation of ASM selection results
- Simultaneous view of management ratios and current profit.
- Intuitive user interface and drag-and-drop mechanism facilitate easy handling
- Prerequisite for the implementation: Business Objects version 6.5.x license

Contacts:

Benelux and Scandinavia

Klopotek BV
Oostenburgervoorstraat 120 -124
1018 MR Amsterdam
Netherlands
Tel: +31.20.5210.070
Fax: +31.20.5210.098
www.klopotek.nl
www.klopotek.be

Contact:
Ernst Lopes Cardozo
e.lopescardozo@klopotek.nl

Germany

Klopotek & Partner GmbH
Schlueterstrasse 39
10629 Berlin
Germany
Tel: +49.30.884 53.0
Fax: +49.30.884 53.222
www.klopotek.de

Contact:
Stefan Jacob
s.jacob@klopotek.de

UK

Klopotek UK Ltd
90 Long Acre, Covent Garden
London WC2E 9RZ
United Kingdom
Tel.: +44.20.7716 5500
Fax: +44.20.7716 5595
www.klopotek.co.uk

Contact:
Sabine Schubert
s.schubert@klopotek.com

USA and Canada

Klopotek North America, Inc.
2001 Route 46, Suite 203
Parsippany, NJ 07054
USA
Tel. +1.800.239.9254x101 (toll-free USA/Canada)
Tel. +1.973.331.1010
Fax : +1. 973.331.0042
www.klopotek.com

Contact:
John Wicker
j.wicker@klopotek.com

Global Turnkey Systems, Inc.
Klopotek North America, Inc.
2001 Route 46, Suite 203
Parsippany, NJ 07054
USA

Tel. +1.973.331.1010
Fax : +1. 973.331.0042
www.gtsystems.com

Contact:
Al Alteslane
a.alteslane@gtsystems.com

Sales Europe

Carl Mann
carl.mann@klopotek.com