



ARMS all new "Intelligent Open to Buy"

What is ARMS "Open to Buy" (iOTB™)

We all know that "over buying" leads to cash flow issues, and the accumulation of old stock. Old stock ties up cash ... you cannot have your money in the bank if it is sitting on the shelves in your store.

ARMS has assisted clients for many years with manual "Open to Buy" plans which has resulted in them controlling their buying and cash flow, however the manual system takes time to manage. Based on this tried and proven manual system, ARMS has now developed sophisticated accurate iOTB™ software that is integrated with Supergem and the Reorder System. The ARMS iOTB™ automatically takes into account Fast Sellers Reordered, Special Orders, Repairs plus other factors such as planned stock increases / reductions, to present you with an up to the minute \$\$ value OTB for you to view or print before you buy new stock.

How can ARMS iOTB™ benefit you

ARMS iOTB™ is the most accurate and simple to use OTB available internationally.

Controlling Cash Flow through controlled buying. Whenever you are buying, be it at trade shows, or when suppliers visit you, you need to know exactly what OTB dollars you have available to spend.

Without using an OTB you are at high risk of over buying.... again and again and again.

Simple to use:

Each month an OTB is automatically calculated based on previous months sales plus under and over spending. It is then managed as simple as 1, 2, 3, you enter each "Order" when you place it with a supplier (excluding orders entered into the reorder system).

1. select the supplier code
2. enter the order number
3. enter the total value of the order

Example:	<u>Supplier Code</u>	<u>Order Number</u>	<u>Order Total</u>
	"Joe" (for Joes Manufacturers)	21547	\$6,321

At any time from within Signature Series you can view and or print a report showing the orders and the current OTB balance (just like looking at a bank statement which shows the current balance).

Use ARMS iOTB™ to control buying and keep your Cash Flow under Control.

You can run an OTB per supplier for any selected suppliers.

Act now, phone ARMS today!

1 800 228 9073

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ADVANCED RETAIL MANAGEMENT SYSTEMS