

The screenshot shows the IES Navigator Client interface. At the top, there's a menu bar with 'Help', 'Submit', 'Quit', 'Functions', and 'Comments'. Below the menu is a toolbar with navigation icons. The main window title is 'Customer Order'. On the right, there are fields for 'Origin: Contact', 'Exp Delivery: 12/03/2009', and 'Deliv Instr'. In the center, there are buttons for 'Process Order: Place Order' and 'Deal Functions: Save for Later Functions'. The customer name is 'GRABINSKI, THERESA'. Below this is a table titled 'From Catalog:' with columns for Stock Code, Store, Description, Price, Cust Price, Qty, Serial/Batch, Total, Tax, and Incl Value. The table contains two rows of items. At the bottom right, the 'INVOICE TOTAL' is 2,924.59. Below the catalog table is another section titled 'Recently Ordered, Not Recently Ordered (to promote) and Special Offers' with a 'Re-Sort' button. This section contains a table with columns for Stock Code, Description, Price, Qty, and Information, listing 10 items.

Stock Code	Store	Description	Price	Cust Price	Qty	Serial/Batch	Total	Tax	Incl Value
1 3007174	01	MINON COOLPIX 88	1,199.96	1,199.96	1.00		1,199.96	167.99	1,367.95
2 0201756	01	CANON EF 75-300M	288.00	288.00	2.00		576.00	80.64	656.64

Stock Code	Description	Price	Qty	Information
1 3002329	CANON NB-2L BATTERY	67.20	1.00	Order: 09/03/09
2 3007174	MINON COOLPIX 8800	1,199.96	1.00	Order: 09/03/09
3 3008412	OLYMPUS CAMEDIA MASTER PRD	1,110.00	1.00	Order: 06/03/09
4 0201310	CANON EF-S 17-85 F4-5.6 IS	664.00	1.00	To Offer:
5 0201650	CANON EF 50MM F1.8 II	132.00	2.00	To Offer:
6 0201718	CANON EF 28-105MM F3.5-4.5	312.00	1.00	To Offer:
7 0201756	CANON EF 75-300MM F4.0-5.6	288.00	2.00	To Offer:
8 0204186	CANON 420EX FLASH	324.00	1.00	To Offer: A Great Flash!
9 0204194	CANON 580EX FLASH	576.00	2.00	To Offer:
10 0205290	CANON RS-60E/60E3 REMOTE C	30.00	1.00	To Offer:

Slide 1

Slide notes: From the Customer Order screen, we can report a Lost Sale.

The screenshot shows the IIS Navigator Client interface. At the top, there's a menu bar with 'Help', 'Submit', 'Quit', 'Functions', and 'Comments'. Below that is a toolbar with navigation icons. The main window title is 'Customer Order'. On the right, there's a 'Process Order' section with buttons for 'Place Order' and 'Deal Functions: Save for Later'. A 'Context' menu is open, listing options like 'Lost Sale Reporting', 'Deal Views', 'Notes to the Deal', 'CPN Connectors', 'Tax Toggle', 'Connections', 'Send User Message', 'Delay', 'New Task', 'Retail Catalog', and 'None of These'. The main area contains a table of items from a catalog and a summary table.

Stock Code	Store Description	Price	Cost Price	Qty	Se	Tax	Incl. Value
1 3007174	01 NIKON COOLPIX S8	1,199.96	1,199.96	1.00		9.96	1,307.92
2 0201756	01 CANON EF 75-300M	288.00	288.00	2.00		5.00	656.64

Stock Code	Description	Price	Qty	Information
1 3002329	CANON NB-2L BATTERY	67.20	1.00	Order: 09/03/09
2 3007174	NIKON COOLPIX S800	1,199.96	1.00	Order: 09/03/09
3 3008412	OLYMPUS CAMEDIA BATTERY P80	1,110.00	1.00	Order: 06/03/09
4 0201310	CANON EF-S 17-85 F4-5.6 IS	864.00	1.00	To Offer:
5 0201650	CANON EF 50MM F1.8 II	132.00	2.00	To Offer:
6 0201718	CANON EF 28-105MM F3.5-4.5	312.00	1.00	To Offer:
7 0201756	CANON EF 75-300MM F4.0-5.6	288.00	2.00	To Offer:
8 0204186	CANON 420EX FLASH	324.00	1.00	To Offer: A Great Flash!
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10 0205290	CANON RS-60K/60K3 REMOTE C	30.00	1.00	To Offer:

Slide 2
Slide notes:

The screenshot shows the IIS Navigator Client interface. At the top, there's a menu bar with 'Help', 'Submit', 'Quit', 'Functions', and 'Comments'. Below that is a toolbar with navigation icons. The main window title is 'Customer Order'. On the right, there's a 'Process Order' section with buttons for 'Place Order' and 'Deal Functions'. A 'Deal Functions' dropdown menu is open, showing options like 'Last Sale Reporting', 'Deal Memo', 'Notes to the Deal', 'CRM Connections', 'Tax Toggle', 'Connections', 'Send User Message', 'Delay', 'New Task', 'Retail Catalog', and 'None of These'. Below this is a table of items from a catalog:

Stock Code	Store Description	Price	Cost Price	Qty	Se	Tax	Incl. Value
1 3007174	01 NIKON COOLPIX S8	1,199.96	1,199.96	1.00		9.96	1,307.92
2 0201756	01 CANON EF 75-300M	288.00	288.00	2.00		5.00	656.64

At the bottom, there's a section for 'Recently Ordered, Not Recently Ordered (to promote) and Special Offers' with a 'Do Not' button. It contains a table of items:

Stock Code	Description	Price	Qty	Information
1 3002329	CANON NB-2L BATTERY	67.20	1.00	Order: 09/03/09
2 3007174	NIKON COOLPIX S800	1,199.96	1.00	Order: 09/03/09
3 3008412	OLYMPUS CAMEDIA BATTERY P80	1,110.00	1.00	Order: 06/03/09
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Slide 3
Slide notes:

IES Navigator Client v8.1B : My IIS - Mac : [made-1]

Help Submit Quit Functions Commands

1 To Stock 2 Other

Customer Order

Process Order: [Place Order](#) Origination Contact
 Exp Delivery 12/03/2009

Customer: GRABINSKI, THERESA Deal Functions: [Save for Later](#) Deliv Instr
[Functions](#)

From Catalog: -

Stock Code	Store	Description	Price	Cust Price	Qty	Serial/Batch	Total	Tax	Incl Value
1 3007174	01	NIKON COOLPIX 88	1,199.96	1,199.96	1.00		1,199.96	167.99	1,367.95
2 0201756	01	CANON EF 75-300M	288.00	288.00	2.00		576.00	80.64	656.64

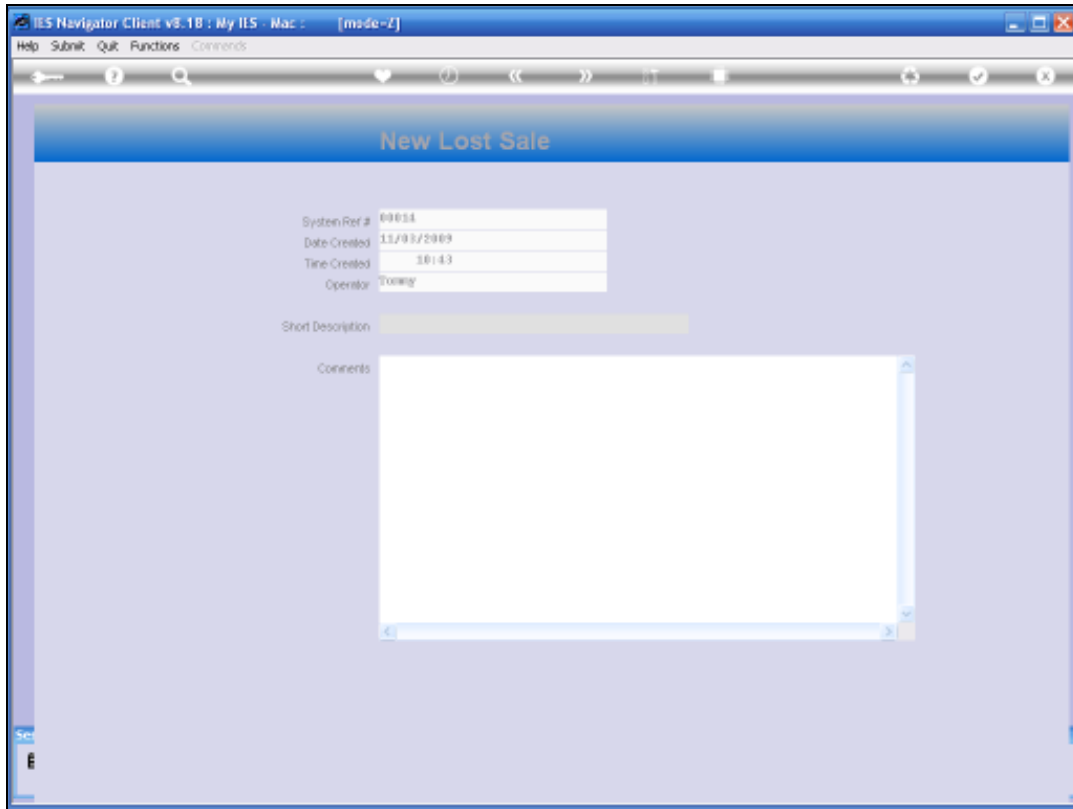
INVOICE TOTAL 2,024.59

Recently Ordered, Not Recently Ordered (to promote) and Special Offers [Go-Stat](#)

>>> Stock Code	Description	Price	Qty	Information
1 3002329	CANON NB-2L BATTERY	67.20	1.00	Order: 09/03/09
2 3007174	NIKON COOLPIX 8800	1,199.96	1.00	Order: 09/03/09
3 3008412	OLYMPUS CAMERA MASTER PRO	1,110.00	1.00	Order: 06/03/09
4 0201310	CANON EF-S 17-85 F4-5.6 IS	864.00	1.00	To Offer:
5 0201650	CANON EF 50MM F1.8 II	132.00	2.00	To Offer:
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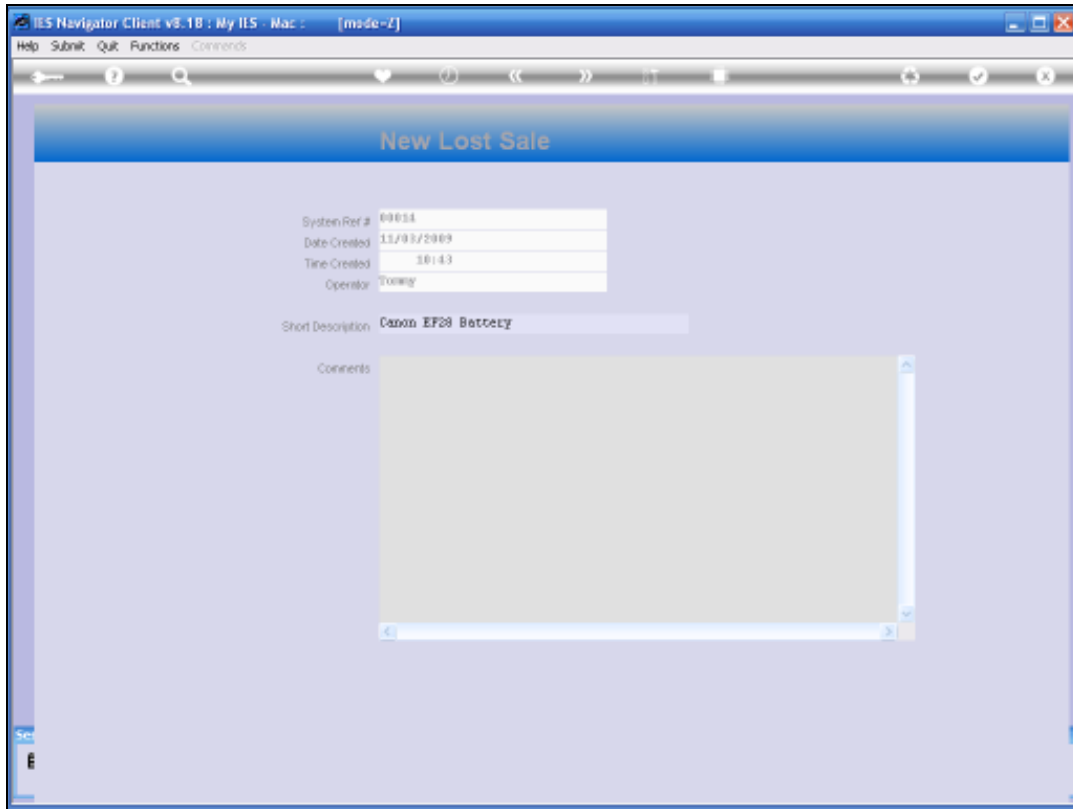
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Slide 4
 Slide notes:



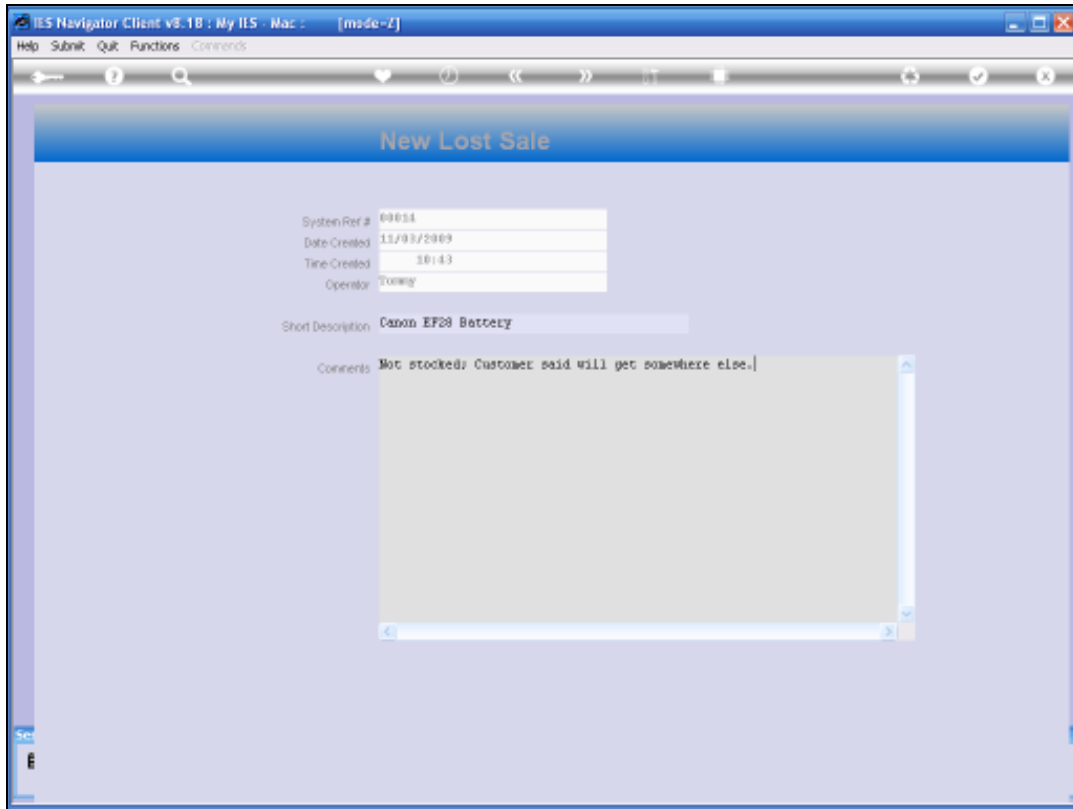
Slide 5

Slide notes: A Lost Sale can be reported when it is deemed that we would have sold this Item if we had it. This information is useful to the Buyers.

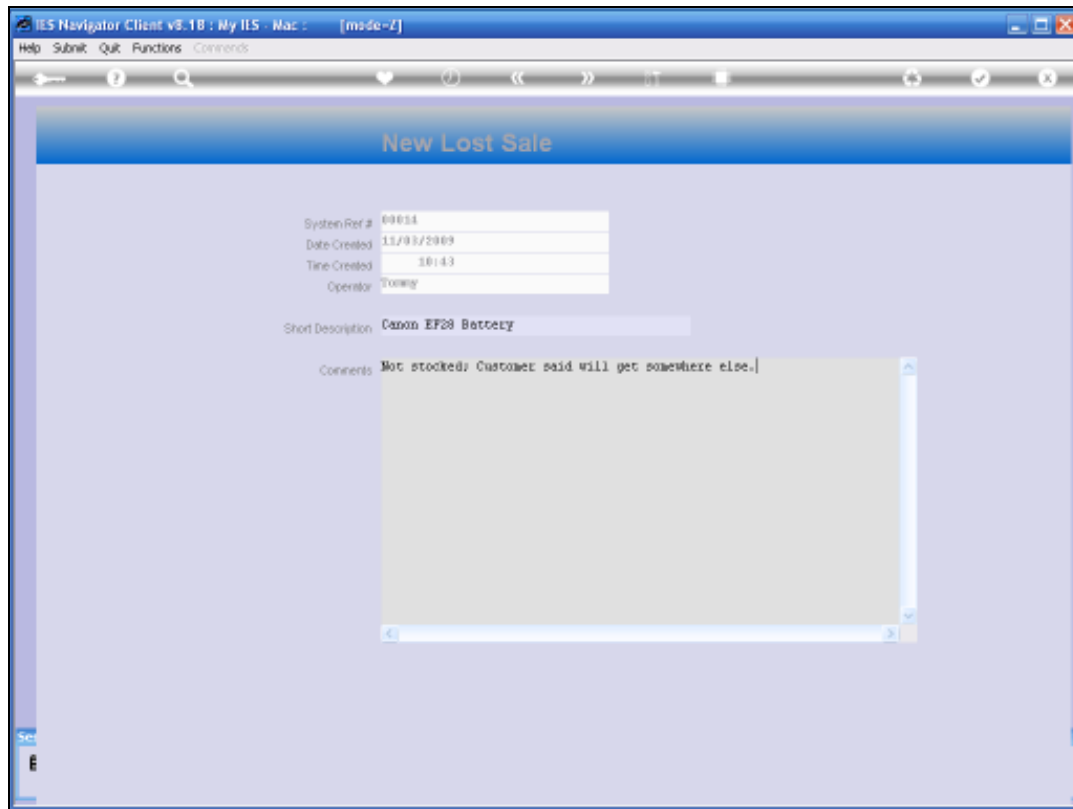


Slide 6

Slide notes:



Slide 7
Slide notes:



The screenshot shows a web browser window titled "IES Navigator Client v8.18 : My IIS - Mac : [made-1]". The browser's address bar is empty, and the page title is "New Lost Sale". The form contains the following fields:

System Ref #	00011
Date Created	11/03/2009
Time Created	10:43
Operator	TJWing
Short Description	Canon EF28 Battery
Comments	Not stocked; Customer said will get somewhere else.

Slide 8

Slide notes: So we have now recorded a Lost Sale, and this information will be available in Lost Sale reporting.


IES Navigator Client v8.1B : My IIS - Mac : [made-1]

Help Submit Quit Functions Commands

1 To Stock 2 Other

Customer Order

Process Order: [Place Order](#) Origination Contact
 Exp Delivery 12/03/2009

Customer: GRABINSKI, THERESA Deal Functions: [Save for Later](#) Deliv Instr:  [Functions](#)

From Catalog: -

Stock Code	Store	Description	Price	Cust Price	Qty	Serial/Batch	Total	Tax	Incl Value
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INVOICE TOTAL 2,024.59

Recently Ordered, Not Recently Ordered (to promote) and Special Offers [Go-Stat](#)

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Slide 9
 Slide notes: