Eclipse Glossary

Release 8.6.2 (Eterm)

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Glossary A

actual cost   The cost on an order.

advance ship notice   Packing lists for a shipment. They can come to your warehouse in many forms: as
(ASN)   faxes, phone calls, or e-mails before the shipment arrives, or as printed packing
                          lists with the shipment. The system also sends ASNs through the EDI companion
                          product.
                          For more information, see Receiving Purchase Orders with Advanced Shipping
                          Notices.

anticipation credits Credits the system issues to customers who pay before the discount or final due
                          date of the invoice.

anticipation stock   Stock needed for products whose markets exhibit seasonal patterns of demand and
                          whose production or supply is more uniform, such as heating and cooling supplies
                          or lawn and garden supplies.

authorization key   Define users' permissions and restrict access to parts of the system. To grant
                          permissions, you need to assign authorization keys to user records. Many
                          authorization keys offer different levels of access, thereby providing different
                          levels of security for the system.

available quantity   The quantity of a product that is available for sale. The formula that provides this
                          information is (on-hand quantity - quantity committed on transactions) = available.

average cost   The estimate of a product's total price including carrying costs. A product's price
                          can vary from branch to branch due to buying patterns and branch locations.
                          For more information, see Average Costs for Received Items or How the System
                          Uses Average Cost in POs.

average actual cost   The average of the actual costs, based on quantity.

average landed cost   The average of the landed costs, based on quantity.

average lot actual cost The average cost, based on dividing the lot cost by the quantity of items in the lot.
                          This cost takes cost adders (a calculated average cost of all adders) into account
                          when making this calculation.

Glossary B

backorder tolerance quantity (BTQ)
The quantity above which a hit will not be included in the demand forecasting calculation. The elimination of BTQs is done before the determination of exceptional sales.

Unlike the Exceptional Sales Sensitivity field, which changes depending on the second largest sale made in the period, this value is a fixed limit.

baby branch
Any selling branch that is dependent on another branch for its purchasing or warehousing. Also called a child branch.

baby surplus point
The baby surplus point determines the point at which a baby branch should return stock to the mother branch. When the projected inventory level is greater than the baby surplus point, and a Y Return type transfer is run, the Suggested Auto Transfer program suggests returning the difference to the mother branch.

The formula is:

Baby Surplus Point = ((((Transfer Cycle + Safety Days + Transfer Grace Days) * Average Daily Demand) + EOQ) + Service Stock.

basis name
Defined in the system during system implementation, and the system uses basis names to calculate prices, sort information for reports, and select data sets for mass updating. You cross-reference the vendor's local basis names with global basis names to standardize basis names for the system. This creates consistent pricing and costing references for all transactions.

For more information, see Pricing Basis Fundamentals.

batch processing, printing
A method of entering invoices in batches or groups for ease in sorting and printing.

bill of lading
Document issued by the transportation carrier to the distributor acknowledging that they have received the shipment of goods and that the goods have been placed on board a specific vessel bound for a particular destination.

Lists the items being shipped and the terms of delivery, such as how the goods received are to be carried. This is also known as a *way bill*.

Note: Separate bills of lading are often issued for the inland or domestic portion of the transportation and for the ocean or air transportation.

For more information, see Bills of Lading Report.

bottom-up warehousing
A warehouse scheme in which the needs of the child branches are analyzed and reported back to the parent branch so stock can be purchased to bring the child branch back to the greater of its transfer point or its economic order quantity.

branch
Location in a company where stock is warehoused, purchased, or sold. Also, any physical location or company entity for which the company wants to have G/L posting activity.

break point   The point in the vendor billing cycle when the customer billing rate changes. This ensures that your customer reaches 100% billing at the same time you reach 100% vendor billing.

For more information, see Advance Billing Factor Concepts.

buy group   A group of products that share the same costing rules. Group products into buy groups when you have multiple primary vendors for a group of products, or when complex pricing relationships, such as quantity breaks, exist between your primary vendors and the product groups that you purchase from them.

For more information, see Buy and Sell Group Overview.

buy line   Products that are grouped and purchased together to meet a vendor target and qualify the purchasing branch for a line buy.

For more information, see Buy Lines Overview.

buy matrix   A three-dimensional matrix used to determine the buy price from a vendor.

Glossary C

carrying cost   The cost of keeping a product on the shelf including warehouse utilities, inventory shrinkage, insurance, or the cost of the money you have invested in the inventory. Carrying cost is expressed as a percentage of a product's inventory cost.

cage codes   Government ratings for military specification parts. The code identifies the vendor and manufacturer as an authorized supplier to the military.

For more information, see Entering Miscellaneous Vendor Information.

central distribution   A warehouse scheme in which a grandparent branch coordinates purchasing and storing products for one or more parent branches. A parent branch coordinates storing only for one or more child branches. The branches combine their purchasing power to meet a vendor target. The grandparent branch receives and warehouses the stock for other parent branches, which subsequently replenish child branches.

For more information, see Understanding Warehouse Schemes.

central purchasing   A warehouse scheme in which the parent branch coordinates purchasing for one or more child branches. Central purchasing's strength is that these branches combine their purchasing power to meet a vendor target while allowing inventory to go directly to the branches without transfer replenishment costs. Then, each branch receives and warehouses its own stock.

For more information, see Understanding Warehouse Schemes.

central warehousing   A warehouse scheme in which the parent branch coordinates purchasing and storing products for one or more child branches. These branches combine their purchasing power to meet a vendor target. In this warehouse scheme, a child branch needs to be replenished when the projected inventory level of an item drops below the transfer point for the item at the child branch or below the maximum value for the item in the branch if you use min/max values.

For more information, see Understanding Warehouse Schemes.

chain discounts   A series of purchasing discounts offered for meeting a series of conditions. For example, a 50/10 discount for meeting the first condition, then a 10% discount off the cost of previous discount for meeting the second conditional. An item costing $100 would then cost $50 (50% off $100) under the first condition, then $45 (10% off $50) under the second condition. Also called sequential discounts.

change log   An audit log attached to system programs that tracks certain modifications made to a transaction after its creation.

child branch   See baby branch.

commission sales pool A group of salespeople who divide commissions among themselves.

For more information, see Calculating Commissions for Sales Pools.

committed sale   A sale that has been entered into the system for a specific customer with a status of Pick-Up Now. This sale affects availability and projected inventory levels.

commodity codes   A four-digit number and is intended to permit a sufficient breakdown of products so that they can fit almost any grouping a distributor may already have or want for product sales and profit analysis. This means that two or more products with similar physical characteristics would have the same commodity code for all vendors who manufacture them. This code categorizes a product by an industry-assigned code.

companion product   Add-on applications that are purchased separately from the core Eclipse system. On-site implementation or technical support from Eclipse is required to begin using companion products.

cost of goods sold (COGS)   A true cost of goods or merchandise including the expense incurred when sold. Typically, a company values inventory at replacement cost on a transaction by transaction level and reports average cost value at year end.

cost group   A group of products that have similar cost and discount structures and can be used in the calculation of accumulated cost breaks.

customer class   A subset of the customer file that represents customers with common pricing rules.

customer type   A subset of the customer file that represents customers that have common promotional pricing rules:
- An entry defined in the Valid Customer Types control maintenance record.
- Usually used for promotional pricing.
- Usually a name such as "plumber," "electrician," or "contractor."
- Can be included in columns in the pricing matrix (as can customer price class).

For more information, see Customer Types versus Customer Price Classes.

customer service level   A percent applied to various measurements of how well a company serves customers' needs.

cycle count   The process of regularly going out and counting the quantities of a select group of products, either by location within your warehouse, or within a price line. Cycle counting ensures accurate inventory levels, which is essential for accurate demand forecasting and automated purchasing.
For more information, see Cycle Counting Overview.

cycle stock   Stock that exists whenever one buys in larger quantities needed to satisfy what will be used in the period it normally takes to see what the vendor requires to be bought to meet their vendor target. The investment in cycle stock may prove to be more economical when considering savings in production, transportation, purchasing, and clerical costs.

Glossary D

data elements
Used in XML. Tagged pieces of data, either in the document type definition (DTD) or in the Eclipse database. For example, an XML document might contain a data element called Partner or Customer/Address. The Eclipse database contains data elements such as ShipTo and OrderStatus.

Also see metadata item.

database schemas
Used in XML. Domain objects that provide information specific to the XML interface and translation of data to and from the Eclipse database. Each data file in Eclipse can have a corresponding XML database schema. The system uses XML database schemas to store data when receiving transactions via XML, such as order submits or stock inquiries, and to retrieve information

For more information, see XML Schema Maintenance Overview.

demand
How often a product sells per day or the average number of units sold per day. When calculating demand, the system looks at what was sold, compensates for lost sales, ignores exceptional sales and considers other demand filtering parameters. All demand parameters use system defaults but can be tailored to customer needs. The system calculates demand for every product in every warehouse each time the demand calculation is run. Demand determines the quantities the system suggests to purchase and to retain as safety stock.

Demand = Total Demand in Forecast Period / Days in the Demand Period = Demand per Day.

demand forecast
Demand forecasting is the process of estimating future demand for a product based on demand history in a forecast period.

demand history
How often a product has sold and in what quantities. Demand history is affected by backorder tolerance quantity, forecast methods, lost sales, and trends.

For more information, see Adding Demand History to Products.

demand hit definition
A control maintenance record defining how the system should calculate hits based on the entries on a sales order. The demand hit definition also affects how the system calculates exceptional sales and usage for items split between multiple orders.

detail lot maintenance
Controls inventory that you must monitor closely to ensure quality. Use Detail Lot Maintenance to store detailed product information, such as inspection levels and quality ranks, product enhancements and their values, manufacturer information, and expiration dates.

For more information, see Detail Lot Maintenance Overview.

direct order
A customer's order that goes directly from your vendor to your customer. The item does not pass through your inventory, although the dollars are posted in and then out by the accounting group.

direct shipment   An agreement between you and a vendor designating how your stock should be delivered to the appropriate branches. This agreement is usually dependent upon whether your order can fill a truck. The truck travels to each branch and drops the stock that was allocated from the purchase order. The advantage to direct shipping is that you are using the vendor's truck to perform your branch transfers and saving operating expenses. This is also known as a drop shipment.

distributive purchasing   A warehouse scheme in which a branch does its own purchasing and warehousing. Distributive purchasing is used primarily for single-branch companies. The system generates a Suggested P/O for the branch when that branch needs to replenish its stock.

For more information, see Understanding Warehouse Schemes.

divisibility   The ability to separate packages into smaller amounts, either by the vendor or the parent branch. Some vendors allow breaking a package and allow the buyer to purchase less while others require that you purchase in package quantity amounts, such as one box of 100 units. This is especially important when working with purchase orders and transfers.

For more information, see How Eclipse Uses Package Quantities in Line Buy Calculations and Setting the Product Buy Package Quantity and Divisibility.

document type definitions (DTD)   Used in XML Documents that state what tags and attributes are used in an XML document, where each tag is allowed, and which tags can be nested within other tags. Use DTD files provided from your XML trading partners to map data to and from the Eclipse database.

drilling down   The ability to access additional information on a transaction. For example, you are reviewing the shipping status of a customer's order, and you need to see what items are on the order. You can use the **View** or **Edit** hot keys to view the original transaction or additional information. The system offers many ways to drill into transactions.

For more information, see Additional Navigation Guidelines.

drop points   Branches in your company at which the vendor agrees to deliver products. Drop points are based on rules for the vendor that indicate which branch gets which products delivered.

For more information, see Using Drop Points Maintenance and to set up and define drop points, see Defining Drop Points for Vendors.

drop shipment   Also see direct shipment.

duty   A government tax imposed on imports, exports, or manufactured goods. Duty charges need to be calculated for products processed through customs.

duty code   Specific rates for duty charges, freight charges, and other charges for any products that your company imports and then later exports.

For more information, see Duty Codes Overview.

dynamic kit   A group of products that is sold together as one product, such as a kitchen sink

that includes the sink and all the plumbing. Unlike traditional kits, dynamic kits show on-hand quantities for the kit and its components. The components of a dynamic kit can be adapted in order entry to create another dynamic kit on the fly. Unused dynamic kit components become part of available inventory and have on-hand quantities.

Glossary E

economic order quantity (EOQ)	The most cost-efficient quantity of product to purchase when replenishing stock. The EOQ balances the cost of carrying inventory with the cost of replenishing the inventory and considers more than just the cost of the product to determine the best quantity to buy. For more information, see How the System Uses the Economic Order Quantity.
Eclipse Information System (EIS)	An application that helps you analyze your business data in a variety of formats. The system includes a standard set of formats with the product. In addition, the system provides user-defined formats, or templates, for you to design graphs to meet your business needs.
Electronic Data Interchange (EDI)	A companion product that you can use to set up an electronic trading relationship with your customers and vendors. EDI enables your company to conduct routine business transactions through an automatic computer-to-computer exchange of business documents. For more information, see Electronic Data Interchange (EDI) Overview.
emergency procurement vendor	A vendor from whom a branch may procure needed stock in an emergency.
exceptional sales	Sales of a product in a quantity far above the average quantity sold. Exceptional sales can distort the demand calculation. The system ignores sales manually marked as exceptional. The system also allows you to set a parameter to eliminate exceptional sales from the demand calculation.

Glossary F

fill-in order   A manually created purchase order used to buy products in a buy line so the total meets the vendor target.

finance charge   See service charge.

first-in first-out (FIFO)   An inventory management and valuation method where the products acquired first are the ones sold first. Therefore, a company sells its oldest inventory first.

forecasting   Predicting demand for products based on past purchase patterns. The system uses a default forecast period of 90 days minimum and 365 days maximum.
For more information, see Forecasting Overview.

freight   The charge for transporting goods.

freight charges   The cost of shipping a product. The system adds these charges to the vendor cost of a product in determining the total cost of a product, or they can be expensed back to the customer.
For more information, see Assigning Freight and Handling Charges to Ship Vias.

freight factor   The default percentage that is added to the price of a product or to the price of all products in a buy line at the branch to which the product or buy line is assigned, to cover the cost or shipping.

freight vendor   A vendor, such as a trucking service, that provides transportation for freight and to which the freight charges are paid.

frozen average cost   The average of the actual costs, captured by the average cost capture program prior to doing a physical inventory.

frozen last cost   The cost on the most recent purchase order, captured by the average cost capture program prior to doing a physical inventory.

Glossary G

generation

Items grouped on an order that share a common ship date, order status, ship via, or shipping branch. An order generation is also created whenever a payment (including a pre-payment, such as a deposit) is received, and whenever a ship ticket is printed. Generations are identified by three-digit suffixes, which follow the order number and are applicable in all order entry programs.

For more information, see About Order Generations.

geocode

Identifiers comprised of numbers that identify the state, county, local county area, city, and local city area within a tax jurisdiction.

For more information, see Working with Geocodes.

global basis names

The names of the numeric points of reference that all price lines must have. global basis names are defined in Control Maintenance and assigned in Price Line Maintenance. The association of a global basis name to a local Basis name in Price Line Maintenance, which in turn is related to an actual dollar amount on the price sheet that is currently effective for a product, is how the system selects the price to use when that global basis name is referenced by any program or report. Global basis names force commonality on local basis names that have different names.

For more information, see Pricing Basis Fundamentals.

global ranking

A rank assigned when each product's activity is compared to the activity of all other products regardless of price line.

group quantity break

Allows for a group of products to make up a quantity break as opposed to only one product.

Glossary H

handling   Fee charged for packing and distributing merchandise.

harmonizing code Code assigned to a group of products. The codes are created and assigned by an international consortium, they are not user-defined. Governments use these codes as a basis for levying tariffs.

hit   An instance when a product is sold regardless of sell quantity. A hit indicates an item's popularity. Items with one hit per day are considered fast moving items, while items with one hit per year are considered slow moving items.

Hits are correlated with forecasting demand: a product with more hits in a shorter forecast period is more predictable than a product with fewer hits in a longer forecast period.

hits-related safety coefficient (HRSC) A formula for adjusting the amount of safety stock calculated for a product, based on hits. The HRSC allows safety stock to be adjusted up or down by 40%. The formula assumes that more popular products, with more hits, require less safety stock because they have more predictable demand patterns.

hold file   Storage area in the system where reports may be saved for viewing, rather than be sent directly to the printer. Access the hold file by choosing Systems / Printers / Your Hold Entries, or by pressing Shift-F2.

hot key   A key sequence that performs a specific function. Hot keys usually appear on the bottom of screens with one letter highlighted and capitalized. To use a hot key, press the **Alt** key and then the highlighted key.

Glossary I

imaging   The process of capturing and image of a document for retention and retrieval and also attaching the document to a specific area within the operating system.

For more information, see Document Imaging Overview.

index field   A specified dictionary item from a file containing data that the system may search through when creating a scroll list.

inventory turns   See turns.

Glossary J

job queues   Tools in the system that enable users to manage, control, and document all types of issues and transactions in the system. Trackers assigned to you are in your user activity log, called the job queue. You must be on the forward list for a tracker to display in your queue.

Job queues are sometimes referred to as trackers.

journal   A record of the company's financial activity, such as the Sales Journal or Cash Receipts Journal. Used interchangeably with the term register.

Glossary K

keywords   Product words typically associated with a specific product to help you search for data.

For more information, see Adding Keywords to Search for Entities.

kit   A predefined set of components, which your company groups and sells together. There are two kinds of kits: static kits and dynamic kits.

For more information, see Product Kits Overview.

Glossary L

landed cost   The total cost required to get a product to the distributor's warehouse, which includes the vendor cost, duty charges, freight charges, and miscellaneous additional charges.

last cost   The cost on the most recent order.

last-in/first-out (LIFO)   An accounting and costing method used in maintaining your inventory. The unit cost of the latest material received is used to value all sales of a stock item until that on-hand stock is exhausted. If the latest stock received is exhausted before a new order is placed, the next oldest stock's cost is used. Therefore, a company sells its newest inventory first.

lead factor   The number of most recent purchase orders to use to extract a lead time. Usually, the system uses an odd number to produce a median value. The system uses a default factor to estimate freight charges when the actual amount is not known at the time of purchase order creation.

For more information, see Defining Freight Factor Defaults for Products in Buy Lines.

lead time   The number of days it takes for you to prepare and process the purchase order, the vendor to ship the material, and your warehouse to receive the material.

Lead time is essential in system calculations. The system provides defaults for lead time and the number of purchase orders to review for deriving a mean lead time, at the system, buy line, and product level.

For more information, see Lead Time Overview.

lead time stock   The amount of stock kept to compensate for waiting on product to arrive.

Lead time stock = Demand per day X the number of days in the lead time.

For example, if the demand/day was five and the lead time was ten days, the lead time stock would be 5 x 10 or 50 items. This parameter is used when determining your purchasing parameters.

line buy   A purchase order placed with a vendor that meets the vendor's minimum requirements for competitive discount or prepaid freight.

line buy days (LBD)   The number of days needed as of the last run of the Suggested PO Queue to meet vendor target.

For more information, see Displaying and Sorting the Suggested P/O Queue.

line buy order cycle   See order cycle.

line buy quantity   When creating a purchase order from a suggested purchase order, the quantity you must purchase to bring items in a buy line back to their line points.

line point   The upper limit to the amount of stock you want to have on the shelf for a given item

so a warehouse can meet demand during the order cycle of the product. When a product's amount falls below this limit, the system adds the buy line to the Suggested Purchase Order Queue indicating it is time to order.

Line Point = ((Lead Time Days + Order Cycle Days + Line Point Safety Days) * Demand Per Day) + Manual Safety Stock

load factor   An amount in cubic feet or "points" used by a vendor as a target for filling a truck.

local basis field   The names of the numeric points of reference defined on a price line and specific to that price line.

For more information, see Assigning a Basis Name for Rebates.

local procurement   Obtaining a product through local or retail means rather than through the vendor you usually use for the product. Local procurement saves time, such as when the product is on backorder with a vendor, but you need to deliver it to your customer before the vendor can deliver it to you. Local procurement can also be achieved by transferring stock from another branch.

lost sales   A sale that could have occurred but did not because the item was out of stock at the time it was requested. The system takes lost sales into consideration when calculating demand. The system uses counts the number of days the item was out of stock during the forecast period and then applies it to various calculations.

lot billing   A process for managing orders when your customer is working on a large project that takes several months or even several years to complete. The customer wants to simplify the billing process by paying you, the distributor, for all of the materials instead of paying multiple vendors, and they know that you can often get better discounts from vendors.

For more information, see Lot Billing Overview.

lot control   The tracking of specific products by their lot numbers. Lot numbers are used to track quantity for products that you receive as a whole, but sell in varying quantities, such as wire. In addition, lot control remnant material and material that you need to track the quality or type and quantity, such as wallpaper.

For more information, see Working with Lot Control Items and Working with Lot Control Items in RF.

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Glossary M

mass load	A program to update one or more fields of information for a large group of records in a file.
maximum days supply	The maximum quantity of a product to keep on hand, based on how often the product sells per day. For more information, see Defining the Maximum Days Supply for Products.
message system	A program to send messages to and receive messages from other users. The system's phantom processor can also send messages to users, such as notification that a report is finished. For more information, see Message System Overview.
metadata item	Storage buckets for data in the Product Data Warehouse (PDW) companion product. For example, a metadata item named UPC is the storage bucket for the actual UPC numbers that you import into PDW. In PDW, you use metadata items to:

- Import product data into the PDW by mapping the imported data to a corresponding metadata element.
- Update your Eclipse Product File from the PDW by mapping each metadata item to a dictionary item.

For more information, see Defining Metadata Items.

min/max values	User-defined values in which you specify the minimum value allowed and the maximum value allowed for a specific part of the system, such as minimum lead time or maximum stock levels. **Note:** Min does not define the order point and max does not define the line point. For more information, see Setting Minimum and Maximum Stocking Levels for New Products.
miscellaneous charge items	Product records created to add miscellaneous revenue or expenses as line items on transactions. Use for miscellaneous items like assembly time or returned check fees. Companies create placeholder products, such as Returned Check Fee, to add to orders. Use these placeholder products to add as many miscellaneous itemized charges to an order as needed. For more information, see Entering Miscellaneous Charge Items.
minimum order cycle	The normal number of days between your purchasing of products and the next time you need to purchase the same items. The amount of days in an order cycle is based on the order point, plus the lead time, plus the time to get to the vendor target. Each product has its own order cycle. For more information, see How the Minimum Order Cycle Works.
material safety data sheets (MSDS)	A printed document that identifies products that are hazardous materials. The MSDS is the primary tool for communicating the health hazards, safe handling methods, and emergency procedures for each hazardous material. Under the Occupational Safety

and Health Administration's right-to-know law, employers and/or vendors are responsible for providing an MSDS to their employees and customers.

MSDS information is attached to product records. The information prints on documents when the product ships.

For more information, see Adding MSDS and Hazard Information to Products.

mother branch   See parent branch.

Glossary N

NAED numbers   Unique identifiers for products that correspond to the UPC code.
For more information, see Creating PDW Translate Statements.

National Sales Tax   A tax management solution that automatically logs the proper tax rate for all sales
Database (NSTD)   transactions. The tax database not only provides all state, county, and local tax rates
for the entire country, but also monitors rate changes to assist the Eclipse system to
calculate tax on sales.

no-brainers   When reviewing the Suggested Purchase Order Queue, these are buy lines that
currently meet a vendor target that have a $0.00 carrying cost. In managing the
Suggested Purchase Order Queue, these are the purchase orders to convert to actual
purchase orders first.

nonstock   A product that you might sell, but do not want to keep on the shelf in your
warehouse. This is usually a special order item from the vendor.

Glossary O

operating statement   For more information, see profit and loss statement.

order cycle   How often you buy from your vendor. It is the most effective time for replenishing a product line from a vendor, based on the vendor target for that line.

Order cycle = (Vendor Target / Average Monthly Demand of all Products in Buy Line) * 30 = Order Cycle.

For more information, see Order Points and Line Points Overview.

order generation   See generation.

order point   The minimum quantity suggested that you stock, based on lead time, demand, and the addition of safety stock. Each product has its own order point. When the product drops below the order point, the buy line in which it resides is placed on the Suggested Purchase Order Queue.

Order point = ((Lead Time Days + Order Point Safety Days) * Demand Per Day) + Manual Safety Stock = Order Point.

For more information, see Order Points and Line Points Overview.

over-packing   The practice of including additional, often small, items when they are enclosed in bulk for a manufacturing application or kit. Over-packing compensates for unavoidable waste when the product or kit containing the small items arrives at the customer's site.

override lead time   Parameter you set to supersede the product or buy line lead time. Also, used with super buy lines.

For more information, see Entering Lead Parameters.

Glossary P

package quantity

The quantity multiple in which stock may be purchased or transferred, depending on the product divisibility and economic order quantity relative to transfers and the availability of stock in the parent branch.

parent branch

A warehouse that purchases, receives, or warehouses stock for dependent selling branches. Also known as a mother branch.

parent statement customer

A customer open-item statement that shows subtotals by ship-to customer. The system produces a statement for the parent that includes all open items for all ship-to customers that point to the parent. This statement is broken down with subtotals by ship-to customer.

For more information, see Parent Statement Customer.

pass-along freight

Passing freight charges automatically on hard or soft tagged orders and direct orders and distributing the costs to the customer.

For more information, see Pass-Along Freight Rules.

phantom processing (scheduler)

A program that runs in the background. The phantom lets you schedule programs and reports to run automatically. For example, you can schedule a report to run each Friday at 7:00 PM.

For more information, see Phantom Processing Overview.

pick group

A location or group of locations within your warehouse that consolidate items for picking.

For more information, see Zone Maintenance Overview.

pick task size

The number of picks the system allocates to one task per pick group.

For example, if you want warehouse personnel to pick only one sink at a time, then you would define 1 as the pick task size for that pick group.

plenty date

A system-estimated date when the projected inventory level (PIL) of the product is assumed to be sufficient to cover all sales commitments.

Plenty date = Order cycle + Lead time – Days into order cycle

Note: In a central warehouse scheme, the plenty date for the child branch is:

Plenty Date = Next Purchase Order date + Mother Branch Lead Time + Transfer Cycle

pool

A collection of products your company sells. Also known as a commission sales pool.

For more information, see LIFO Inventory Valuation Overview.

pooling

A method of grouping inventory items to determine increases or decreases in the sum of the base costs of that pool. It is primarily set up for tax purposes. The minimum number of pools provides for significant variances in purchasing line

costs. Lines having higher costs can be offset by other lines that have lesser costs.

port	The number of the network port a user logs in to. Each cash drawer may have a different port number assigned to it.
posting	The act of recording activity to either a journal or a ledger.
product status code	A code, set at the product level, used to categorize products for inventory control and cataloging, such as Stock, NonStock, MiscChrg, Delete, Review, Comment, Purge, or LotItem.
profit and loss statement	A report that outlines all income, less all expenses, and shows the profit or loss. Also known as an operating statement, or a P and L.

price classes   Groups of customers to whom you sell your products who receive different product pricing. For example, large volume customers may get discounts.

- An entry defined in the Valid Customer Price Classes control maintenance record.
- Usually numeric, such as Class1, Class2, and so forth.
- Can be included in columns in the pricing matrix, as can customer type.
- Can be different from branch to branch.
- Can be assigned to customers for different products. Customers can be assigned to one class for the majority of items bought, and be given customer-specific pricing on other items or groups of items.

For more information, see Customer Types versus Customer Price Classes.

price line	Groups of items whose prices are updated at the same time, such as, products in a vendor line, products in a major segment within a vendor line, or products with a unique unit of measure. Groups products for pricing, buying, and reporting purposes. For more information, see Price Line Overview.
price per	Numerical increments in which the basis fields are defined. The most common forms of price per are d-1, c-100, m-1000. The price per and unit of measure are not the same field. For example, wire is sold with a unit of measure of foot, but is sold with a price per of m-1000.
procure	To get an item outside the normal replenishment path. For example, you might need to procure an item to fill a customer's emergency order.
Procurement Confirmation Queue	A work queue that helps you control individual stock purchases that must be procured.
procurement groups	Groups that define how products are replenished to the branches and identify emergency procurement sources. You can assign procurement groups at the buy line level or the product level. The system checks for a procurement group assigned at the product level first to determine the replenishment path to use.

Procurement groups are used for procuring an item that is out of stock at the sales branch. Procurement groups do not affect the creation of the Suggested P/O Queue, but determine how stock is moved from one branch to another within the company.

For more information, see Procurement Groups Overview.

product catalog index   The index of products you sell that are not regularly kept in inventory.

product family   A group of related products that are often ordered together. A product family is meant to provide you with a mix-and-match option when ordering. For example, a product family called Kitchen Sink might contain the sink, faucets, and other plumbing products that are usually sold with a kitchen sink.

product file   The file that contains all product records, including items such as buy lines, price lines, and MSDS data. Product file information makes automatic purchasing effective. Product records must be complete for the system to accurately calculate the Suggested P/O and Suggested Transfer reports.

For more information, see Product Maintenance Overview.

product primary index   The index of products you sell that are regularly kept in inventory.

product ranking   A method for rating products by comparing the activity of a product against all other products within the same price line, a group of price lines, or all price lines. Product ranking is calculated by the system based on the parameters set in the Product Ranking program.

For more information, see Product Ranking Overview.

product type   Categories that describe the type of products sold, for example, plumbing, electrical, tools, or commodities. Product types are used in combination with sales sources for sales analysis and are assigned to products on the Product Maintenance screen using the G/L Account/Product Type field.

For more information, see G/L Product Types Overview.

projected inventory level (PIL)   The quantity of a product used for predicting purchasing needs. The amount you physically have on hand, minus the amount committed to orders, plus the amount coming in on transfers and purchase orders. Each product has its own projected inventory level.

PIL = ((on hand committed) + on transfer + on purchase order)

price variance   The difference between the purchase price of a product and the actual price for which it is sold that has been defined as acceptable, that is, the difference between the cost on the vendor invoice and the cost on the purchase order. If your price falls outside the purchase price variance, the system places the order on hold by the system for approval and/or investigation.

For more information, see Running the Price Variance Report.

purchase order   An order placed to a vendor to replenish inventory in a warehouse.

purchasing branch   The branch authorized to purchase a product. In a central purchasing warehouse scheme, one branch coordinates the purchasing for itself and the other branches within the purchasing group.

purchasing cost   See carrying cost.

pushing a level   The multi-tasking feature of the system that allows you to temporarily suspend what you are currently doing to use another part of the system. For example, in the middle of entering an order for one customer, you can do an inquiry for another customer and then return to the original order.

For more information, see Additional Navigation Guidelines.

Glossary Q

queue

A to-do list of actions or messages related to a customer, vendor, user, or a process such as a sales order. Eclipse can automatically add messages to a queue, for instance to alert you when a telephone call is needed. You can also add tasks manually.

quick pick

Orders that need to be picked immediately. Pickers receiving the quick pick must stop picking the current order to pick the quick pick. They can return to their current order after completing the quick pick.

For more information, see Immediate Picks.

Glossary R

reconciliation   Comparing and accounting for the differences between the balance appearing on a statement or other relative record and the balance recorded in the system.

register   A record of the company's financial activity, such as the Sales Register or Cash Register. Used interchangeably with the term journal.

remit   To send or transfer payment, as in a payment by check.

reorder pad   A list of products the customer has ordered within the last year, including items on future-dated invoices.
                            For more information, see Reordering Products Using the Reorder Pad.

repeating groups   Used in XML. Elements that can be submitted multiple times within an XML document.

replacement cost   The expense of replacing an item in stock.

replenishment   Restocking inventory based on minimum location quantities.
                            For more information, see Replenishment Overview and Replenishing Child Branches.

replenishment path   A description of the method that one branch may use to transfer stock to another branch.
                            For more information, see Procurement Groups Overview.

report writer   A program that extracts information from the database and creates custom reports.
                            For more information, see Report Writer/Mass Load Overview.

return goods authorization (RGA)   A reference number your vendor provides which authorizes you to return specified products.

return order   An order with items being returned to a branch, vendor, or to your warehouse due to a defect, overshipment, or other problem.

Glossary S

safety days	Extra time added to the calculation of the order quantity to compensate for delays in receiving the product and increased demand. Safety days are added to order points and line points at purchasing branches to compensate for vendor lead times and order cycle days.
safety stock	The amount of material held in reserve for possible delay in delivery of stock or for a possible increase in demand or additional stock held to ensure against unpredictable fluctuations in daily sales or the time to replenish the product. The system uses safety days to factor safety stock allocations into order points, line points, transfer points, and child surplus points. For more information, see Adding Customer Service Stock.
sales order	A request from your customer to purchase inventory.
sales source	The profit center that sold the product: Outside Sales, Inside Sales, Counter Sales, or Showroom Sales. A sales source lets you track where sales originate.
secondary buy lines	Additional buy lines assigned to products. Use secondary buy lines to enhance your purchasing power. When a buy line is limited to the products you add to that buy line, you can attach a secondary buy line to help meet the vendor target. In other words, you attach all the products from one buy line to the other buy line. For more information, see Recalculating for Secondary Buy Lines.
sell group	Groups products together for use in creating sell matrix cells for selling purposes. For more information, see Buy and Sell Group Overview.
sell matrix	A three-demensional matrix used to determine the selling price to the customer.
selling branch	The branch authorized to sell stock.
sequential discounts	See chain discounts.
service charge	The carrying cost associated with a balance owed at month end. Also referred to as a finance charge.
service stock	A manually-set quantity of stock used for items that have little demand, but which must be stocked as emergency supplies for in-house use or for a guarantee to a customer. Service stock is added to the calculated order point. The system associates an expiration date with the service stock. After the expiration date, the system no longer adds the service stock to the calculated order point.
single branch warehouse	One warehouse or location that handles the selling, purchasing, and warehousing of inventory.

ship when complete	The order status to use when a customer prefers that you wait until you can fill their entire order before you ship any of it. They do not want to receive multiple shipments against a single order.
ship via	The method by which products are shipped, such as UPS, Airborne, or our truck. For more information, see Ship Via Maintenance Overview.
ship via code	A code used to identify the method by which products are shipped. Assigning a ship via code to a customer or vendor record defines the primary method of shipment to use for that entity.
short buy quantity	The quantity you need to purchase to bring an item currently below its order point back to its order point.
stock-keeping unit (SKU)	A common term for a unique numeric identifier, typically in a product database.
spawning	Process by which you can create new trackers from an original tracker when an issue that is related, but secondary to the original issue needs addressing. The original tracker is linked to the spawned tracker, but you resolve each individually. Spawning new trackers prevents the original tracker from being cluttered with secondary issues. For more information, see Spawning Trackers.
static kit	Sometimes called a standard or regular kit, that cannot be separated into its components in order entry to create another dynamic kit on the fly. Static kits do not have on-hand quantities; their on-hand quantities are determined by the on-hand quantity of the smallest component making up the kit. For example, a water closet kit consists of one toilet tank and one toilet bowl. If you have 5 tanks and 4 matching bowls in stock, you have a total of 4 water closet kits available.
stock	Products held in inventory, either in a showroom, on the shelf, or otherwise ready for a customer to purchase.
stock receipt	The document describing the contents of a delivery received.
sub-group	A grouping that allows you to use different break values and cost formulas in determining the unit cost of specific products within a cost group. The amounts or products ordered in a sub-group can be included with other products in the cost group to achieve cost break requirements if you are using group cost breaks.
surplus point	Point at which the stock level for inventory is greater than the economic order quantity plus the line point. For more information, see Replenishing Child Branches. **Note:** Baby (child) surplus point calculation: ((((Transfer Cycle + Safety Days + Transfer Grace Days) * Average Daily Demand) + EOQ) + Service Stock)

Glossary T

tag-along product   A product that is either required or suggested to be sold with a parent product. For example, you sell quantities of refrigerant gas that requires a suitable tank. The refrigerant gas is the parent product and the tank is the tag-along product. You do not sell the gas without the tank. You do not sell the tank without the gas.

tagging, tagged item   An item on a purchase order or transfer order that was procured outside the normal path of replenishment for a particular sales order. The "tagging" created a dynamic relationship between those transaction, so that changes, such as price, made to the item on one order reflects on the other order. This tagging also allows the system to trace a vendor invoice for freight charges back to the customers who received the emergency procured items, enabling you to bill these customers for freight to follow.

target   See vendor target.

tax   A charge imposed by the government on goods or services for public purposes.

tax jurisdiction   The limits or territory within which a tax can be levied on goods or services purchased, such as state, local, or county taxes.
                           For more information, see How Eclipse Determines the Tax Jurisdiction for a Sales Order.

terms codes   Codes used to define payment terms for invoices. For example, the agreement between the parties of the invoice which determines the payment of the invoice, such as payment dates, discounts, or service charges.
                           For more information, see Terms Maintenance Overview.

territory   Regions that contains one or more branches. Territory parameters maintain default settings for branches within a territory.

top-down warehousing   System by which products for the parent branch are replenished before replenishing the child branches.
                           For more information, see Stock/Nonstock Determination and Branch Replenishment.

trackers   Electronic documents you can use to pass information and instructions, document customer and supplier interactions, place notes within critical customer service documents, view pertinent documentation, and manage and follow up on tasks.
                           Trackers display in your user job queue. See job queue.
                           For more information, see User Job Queue Overview.

Trading Partner Tree	Used in XML. A structure for organizing your trading partners and their associated transaction maps in the Business Connect XML mapping utility. For more information, see Business Connect XML Mapping Utility Main Window Aspects.
transaction maps	Used in XML. Representations of how data from an incoming source maps to data in Eclipse, or how data in Eclipse maps to an external source. The transaction map creates an XQuery, which the system uses to translate data from an XML document to a format Eclipse can understand, or to translate Eclipse data into XML. A valid transaction map includes an inbound request, an outbound request, or both, and mapping selection criteria. For more information, see XML Transaction Maps Overview.
transaction schemas	One or more database schemas that define an XML transaction type. For example, the Order and OrderDetail schemas combined together form an OrderSubmit transaction.
transfer	To send replenishment stock from one location to another location.
transfer branch	A branch that can replenish a selling branch in need, usually because the transfer branch is in close proximity to the selling branch.
transfer cycle	The anticipated schedule of branch replenishment by a parent branch.
transfer excess grace days	Provide a buffer so child branches with large quantities of surplus stock can retain some the stock before returning the stock to the parent branch. The transfer days increase the surplus point, so that a larger quantity remains in the branch. Over time, the grace days are reduced, permitting over-stocked branches to gradually send surplus back to the central warehouse. For more information, see How Transfer Excess Grace Days Work.
transfer order	An order in which you move stock from one branch to another within your company. For more information, see Transfer Order Entry Overview.
transfer point	Level of stock that determines when a warehousing branch needs to replenish stock at the child branches. Transfer point = ((Transfer cycle days + safety days) + average demand per day) + safety stock)
trial balance	An Eclipse report that combines the information from the Balance Sheet and Income Statement.
turns, turnover	A measurement of the costs associated with the cycle of purchasing an item, selling it, and replenishing it in a period. Historically, it costs more to purchase small quantities that turn over faster, but costs less to purchase large quantities which turn over slower. Ideally, you want to maximize the number of times you

turn inventory, while minimizing the carrying cost of the inventory.
Turnover = Total COGS for Product in 365 Days / Average On-Hand Cost

turn and earn pricing   Pricing that is more competitive on faster moving items and less competitive on
slower moving items. You make up for lack of turns with greater earns on slower
moving items. This type of pricing can be implemented doing product ranking and
using the velocity pricing function in Sell Matrix Maintenance.

Glossary U

unbilled accounts payable (UBAP)	An account that assumes a liability at the point in time when product is received.
unearned revenue	A Balance Sheet account that is credited during single invoicing. This represents the money that you are billing the customer, for a product that was not shipped.
unit of measure (UOM)	A valid unit with which you can sell, buy, transfer, adjust, or store product, such as each (ea) or box (bx).These units are specified in Price Line Maintenance and Product Maintenance and used when creating orders. For more information, see Units of Measure Guidelines in Pricing.
universal product code (UPC)	A system for uniquely identifying many different suppliers of many different items that travel throughout the channels of distribution. It is a 12-digit all-numeric code that identifies the company/product combination. The first digit indicates the item type, the next five digits are the manufacturer code, and the next five digits are the product code assigned by the manufacturer. The last digit is a check digit for error detection. For more information, see Assigning UPCs in Product Maintenance.
Unquality Event Tracking (UET)	An occurrence in your business that is detrimental to your operation which the system logs for further evaluation to improve your business. For more information, see Unquality Event Tracking Overview.
up-charge	A percentage of the total order used to estimate freight and handling charges.

Glossary V

view level
System setting that defines what pricing the user is allowed to see. The setting for each associate is determined by his or her job description.

For more information, see Restricting User Access to Pricing Information.

velocity pricing
The pricing philosophy in which you price products where there is customer awareness of price more competitively than you price products where there is not. Customer awareness of price is determined by the rank of an item. The most commonly accepted velocity pricing rank is the demand of an item.

For more information, see Assigning Rank in Customer Velocity Pricing and Assigning Rank in Product Velocity Pricing.

vendor
The supplier of a product of service. Any person or organization authorized to sell stock or services. Vendor records are stored in the vendor file.

vendor target
The amount of product the vendor identifies as the minimum amount you can buy. For example, Jones Plumbing may require you to buy $500 worth of product before shipping without freight fees. In contrast, Smith's Supply may require you to buy enough product to fill a truck based on load factor before providing a discount.

The system provides several options to meet the vendor target. Vendor targets can be in dollars, pounds (weight), pieces, or load factor.

Glossary W

warehousing branch The branch authorized to store the product or product line. In a central warehouse scheme, one branch purchases and warehouses a product for other dependent selling branches known as child or baby branches.

For more information, see Understanding Warehouse Schemes.

Glossary X

No entries at this time.

Glossary Y

No entries at this time.

Glossary Z

zero balance
A customer with no outstanding invoices or no Accounts Receivable balance is said to have a zero balance. An invoice may also have a zero balance if it is paid by the exact amount due.

zones
Segments of your inventory by location, such as Yard, Showroom, Warehouse, or Self-Serve.
See Zone Maintenance Overview.

Appendix A

The following is a list of acronyms commonly used in the system:

ABC	activity based costing
A/P	accounts payable
A/R	accounts receivable
ASN	advanced ship notice
B2B	business to business
BTQ	backorder tolerance quantity
COGS	cost of goods sold
CPTI	clear purchase to inventory
CTQ	critical to quality
DPD	demand per day
DTD	document type definition
EDI	Electronic Data Interchange
EIS	Eclipse Information System
EOQ	economic order quantity
FBR	from branch
FIFO	first-in first-out
GMROI	gross margin return on investment
HAZMAT	hazardous materials
HSRC	hits-related safety coefficient
JIT	just in time
LBC	line buy cycle
LIFO	last-in first-out
LP	line point
LSQ	low sale quantity
LT	lead time
MSDS	material safety data sheets
NAED	National Association of Electrical Distributors
NSF	non-sufficient funds
NSTD	National Sales Tax Database
OE	order entry
OP	order point
OTJ	on the job
PDW	Product Data Warehouse
PIL	projected inventory level

POS	point of sale
RF	radio frequency
RGA	return goods authorization
ROE	remote order entry
SFA	Sales Force Automation
SKU	stock-keeping unit
SME	subject matter expert
TBR	to branch
UBAB	unbilled accounts payable
UFO	user friendly organization
UOM	unit of measure
UPC	universal product code
URL	universal resource locator
VOC	voice of the customer
WOE	web order entry