

VOSSTM Value Optimization Simulation System

EQUA-NET
“Technology Creating Equity®”

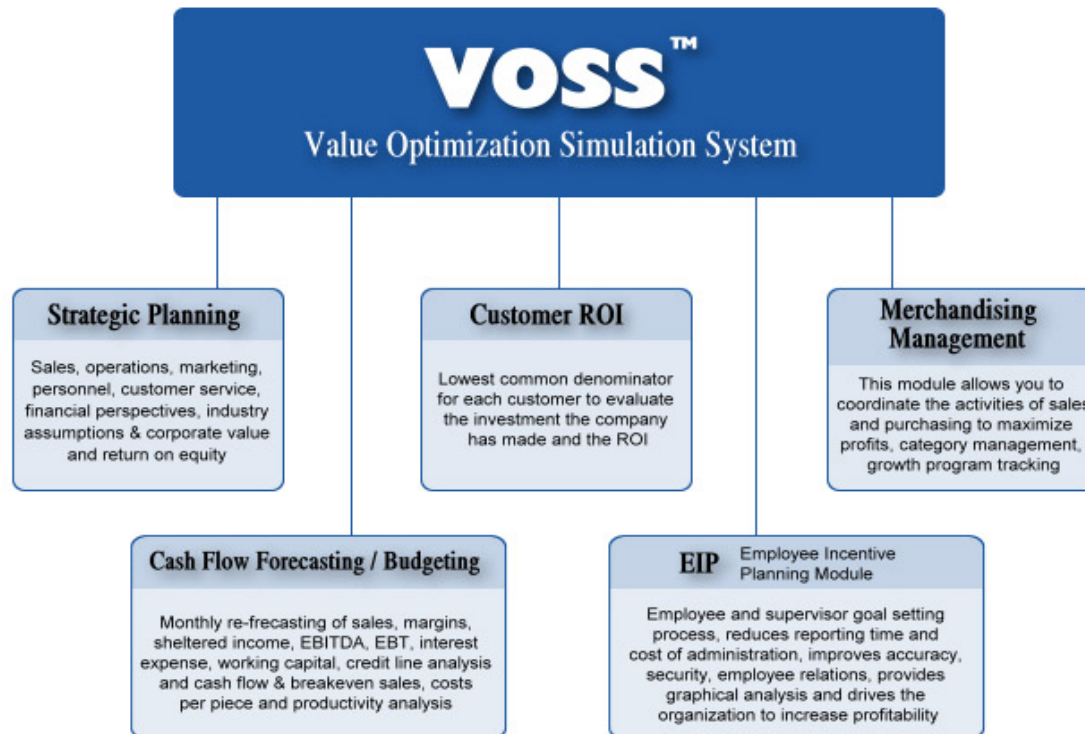
The Main Screen View

VOSS - Employee Incentive Program v1.0

(ABC Foodservice)

Main View Data Entry Reports Control Panel Logout

Main View



VOSS – Manage Your Profitability

- **VOSS™** is a robust, highly scalable, web or intranet deployable, customer focused, business analytical tool.
- **VOSS** sets a new standard in strategic planning, budgeting, forecasting, business intelligence, employee incentive design, merchandising management and enhanced management effectiveness, resulting in incremental client profitability and shareholder value.
- **VOSS**, reduces the client's need for highly qualified financial personnel.

VOSS – Manage Your Profitability

- **VOSS** is tailored for maximum flexibility and freedom on the part of the client while maintaining the integrity of the system database and economic, operational and customer-oriented business advisory alerts and alarms.
- **VOSS** has alarms that act like miniature intelligent agents sitting in the background of daily, weekly, monthly, quarterly and annual views to give you timely, actionable information to avoid major business conflicts and imbalances.
- **VOSS** is web deployable it can span the corporate office or the globe, depending on the clients needs.

Strategic Planning Module, “SPM”

- **SPM** begins with a SWOT VOSS; Check List of items for strategic planning in the food industry: Volume & Markets, Operations, Purchasing, Customer Service, Financial, HR, and Technology.
- **SPM** extends the Financial Analysis from the Cash Flow Module into subsequent years based upon assumptions and ratios.
- **SPM** then reviews the extended financial analysis and compares to the VOSS Check List for uniformity of strategy.
- **SPM**, based on this strategy, values the company every year: book value, financial buyers value, and strategic buyers value.

Cash Flow Module, “CFM”

CFM contains the following:

- Executive Summary
- Global Assumptions
- Income Statement Model
- Balance Sheet Model
- Cash Flow Model
- Sales Analysis Model
- Product Margin Model
- Merchandising Income Model
- Selling, Warehousing
- Delivery, Occupancy, & G&A expense Models
- Capital Expenditures Model
- Depreciation Model
- Interest Expense Model
- Credit Line Model
- Weekly Income Statement Model
- Fixed & Variable Cost Model
- Breakeven Volume Model
- Operating Expense (F/V) by Piece Model

CFM Features

- **Sales Budgeting to the Item level**
- **Merchandising income to the item level**
- **Headcount Analysis Model**
- **3 different expense forecasting algorithms**

Customer ROI Module

- **Customer Profitability Model “CPM”** measures the profitability of each customer compared to the Average Net Assets to support that customer.
- **Customer Net Assets Model “CNA”** contains an algorithm that allocates Working Capital, Net Fixed Capital, and other Balance Sheet items
- **Customer Retention Model “CRM”** has been design to review conditions under which customers have been lost and develop an inference model of potential losses, Inference Models are optional to the system.

Merchandising Management Module

- Merchandising & Sales Resource Allocation Model, “**MSR**”
- Vendor Pricing Model “**VPM**”
- Commodity Tracking Model, “**CTM**”
- Growth Program Tracking Model, “**GPM**”

Employee Incentive Planning Module, "EIP"

- **EIP** improves employee / supervisor goals setting
- **EIP** enables design, evaluation of alternative incentive plans, and their projected cost, prior to implementation.
- **EIP** provides for Employee feedback weekly, monthly or Quarterly
- **EIP** provides for actual; planned performance measurement criteria
- **EIP** improves security, employee relations, and drives the organization towards the strategy.

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