Glossary of Terms for UPG/UST

Account Center - UPGNet application to view invoices and credits for Orders, Warranty, and Literature

Availability Center - UPGNet application to check product availability for UPG equipment and Source 1 parts

ASN - Advance Ship Notice - is a notification of forthcoming delivery of product

BBP - Business-to-Business Procurement - The BBP system forms part of the BBP/CRM Internet sales implementation to provide the necessary business processes to perform procurement over the internet

BSP - Business Server Pages - HTML pages that define Web user interface and set the elements of user interaction

BW - Business Warehouse - The BW is used for reporting replacement for Cognos PowerPlay to breakdown sales data and historical information

Configured Product - York Brand Commercial Product built in Norman, OK (Sunline-Simplicity 3-6 ton, Predator 6.5-12.5 ton, Sunline 15-25 ton, Millennium 25-40 tons)

CRM - Customer Relationship Management - The CRM system forms part of the BBP/CRM Internet sales implementation to provide the necessary business processes to perform Customer Relationship Management functions over the internet

DC Wizard - UPG's legacy AS400-based Warehouse Management Application (Norman, Wichita, and Source 1 Distribution Center)

Discount - Replacement for UPG's factory "Buy" multipliers for Distributors and Dealers; (MLP + (MLP * (-discount)))

DMS - UPG's legacy AS400-based Sales and Distribution system

EDI - Electronic Data Interchange - EDI is traditionally used in electronic commerce. It is a system used to electronically exchange information like purchase orders, acknowledgements, invoices and other routine business documents

eLogia - UPG's legacy Engineering and Pricing configurations repository for products produced in Norman (Configured Units); see Make My Own

ESP - Equipment Selection Program - UPG's legacy application developed and maintained by MicroComputer Task Group (MCTG)

iDOC - Intermediate Document - Data container for data exchange between SAP systems or between a SAP system and a Non-SAP system

IPA - Incremental Pricing Approval - Request for special pricing from UPG; can't be combined with Matrix claims (No Double Dipping is allowed)

IPC - Internet Pricing and Configurator - The IPC provides for the configuration of products, the processing of product configurations and determine correct pricing

ISA - Internet Sales Application - Virtual shop that allows you to sell specified products in the World Wide Web and controls certain sales transactions within both Business-to-Consumer and Business-to-Business Internet Sales

Make My Own – UPGNet legacy application to display and interact with UPG's eLogia rules for creating configured product

Matrix Claim back - Rebate/ Price adjustment on approved sales of a select group of products; Post-sale

MLP - Master List Price - UPG's published suggested retail price

Nomenclature - The procedure of assigning names/letters/numbers to the attributes of UPG's products to create model numbers

Order Center - UPGNet application that links with ISA to view, enter orders, and create order templates

Quote Center - UPGNet application for managing IPAs; it has been completely re-written to interface directly with SAP

R/3 - ERP system - The R/3 system is Software that integrates all departments and functions across a company onto a single computer system, providing the implementation of business processes and forms the central hub for most mySAP e-business platform solutions

Relationship Manager - UPGNet's Partner/User Management interface

RA - Return Authorization - UPGNet application for request credit and returning product to UPG

SAP - Systems, Applications and Products - Founded by five former IBM employees in 1972 and headquartered in Walldorf, Germany; Leading global provider of client/server business software solutions; Number one vendor of standard business application software, with a worldwide market share of 31%; Fourth-largest independent software supplier in the world; Available in 14 languages; 34% of SAP's customers worldwide are under $200 million; 10 out of the top 10 US companies with the highest market value use SAP software; 8 of the top 10 largest US corporations use SAP software; 8 of the top 10 highest profit US companies use SAP software; More than 7500 customers in over 90 countries have chosen SAP

SFA - Sales Force Automation - UPG's legacy application that introduced pricing into the equipment selection process and integration with UPGNet

Ship Center - UPGNet application for tracking and shipping information

Smart Search - UPGNet application for Source 1's online parts selection

SmartWorks - UPG's online literature catalog

VC - Variant Configurator - logical rules (a constraint engine) to guide the users input and to calculate the resulting product information

VIP - Verifying Information on Parts - Source 1's legacy parts selection application replaced by Smart Search

UPGNet - HTTP://www.UPGNet.com - UPG's e-Business portal

UST - Unitary Sales Tools - UPG's new sales tool for distributors, factory-owned branches, and contractors to quote sales jobs to their customers