

General Accounting Systems

WANG

SYSTEM 2200



We know your problems

Every businessman faces the same basic problem – trying to manage and identify his financial position. The manager or owner of a small business is really not much different from that of a large business . . . he has to have timely and accurate information to make sound business decisions. Whether he's involved in distribution, wholesale or retail, manufacturing or a service organization – getting that information is a huge problem. The big problem is made up of many smaller, nagging problems. Problems like these;

Invoicing

Are your customers working with your cash?

A sudden increase in business may require additional help to calculate and type invoices.

Typographical errors can be disastrous. Time is wasted on corrections and/or collections.

Manual calculations of extensions, discounts, taxes, subtotals and totals are time consuming and it's easy to make errors.

Valuable management information isn't readily available. Manual sorting and summarizing of data takes too long.

Accounts Receivable

Who owes you how much . . . for how long?

Uneven invoice processing workflow causes accounts receivable backlogs. Records that aren't current mean vital management information isn't available.

Without proper invoicing workflow, your accounts receivable aging reports can't be prepared. This means you'll have little or no control over delinquent accounts.

If your statements are inaccurate or irregular, customer payments will be also. The collection period will be longer.

If you borrow money against your accounts receivable and your records aren't up-to-date, you may find it difficult to get the extension of credit you need.

Sales Analysis

Who is making money for you . . . on what?

Information you need to make sound management decisions must be easily accessible and up-to-date.

Manual sorting of information by product or service, by salesman or customer is time-consuming. Each analysis becomes a distinct and costly project.

Lack of accurate, timely information makes it impossible to forecast selling trends, determine high volume customers, or even analyze salesmen performance.

Payroll

It becomes more complicated, more costly every year.

Accuracy is the biggest problem with a manual payment system. Net pay must be accurate so a lot of time must be spent verifying the calculations.

Multiple compensation methods compound the problem. Some employees are salaried, others are hourly; still others may be on commission or even combinations.

Multiple deductions can cause even more problems. Different calculations are necessary for each type of voluntary deduction ranging from stock purchase to insurance payments, as well as federal, state and local taxes. Out-of-state residents cause an even more complicated problem.

Income tax reports for both state and federal governments require accurate and up-to-date information. These reports are difficult to prepare.

Accounts Payable

What will your cash position be in two weeks?

A paperwork backlog in accounts payable can be a real problem. Payment schedules can't be kept and you miss deserved discounts.

Proper expense distribution for your final journal entries can't be made.

Predicting your exact cash requirements for the next month is impossible if you don't have accurate and up-to-date information.

Manual preparation of ledger cards and checks is time consuming and increases the chance of error.

Backlog causes dissatisfied suppliers and even a poor credit rating.

Inventory Control

It's hard to sell what you're out of.

Keeping old or obsolete parts or items in stock can increase your overhead costs by up to 25% per year.

You can't maintain good customer satisfaction if you don't know what you have in stock. If you don't know, you can't deliver. Out of stock can mean lost business.

Excess stock can also be a problem. Overstocking for a particular job or customer can be very costly.

Proper inventory control is necessary but very difficult and time-consuming with any manual accounting system.

General Ledger

Do you get monthly reports too late?

At the end of each month or accounting period, closing dates may not be met or met at the expense of accuracy.

Three week old financial statements aren't very usable management tools. You simply can't make sound decisions from outdated information.

Information for the preliminary trial balance isn't available quickly enough to allow you to make changes or correct errors before closing.

SYSTEM 2200



We have solutions to your problems

The Wang System 2200 is designed as an effective management tool for all types and sizes of business. It gives you valuable operating information in all areas of accounting, finance and marketing. It's a cost/efficient information handling system that will help you solve your problems.

Invoicing

Your System 2200 gets the correct bills to the right people . . . on time.

The System 2200 can handle the difficult, time-consuming task of day to day invoicing quickly and easily. Even an increase in business volume doesn't require an increase in personnel. All applicable billing information, such as line extensions, discounts, taxes and totals are automatically computed – error free. At the touch of a key, it prepares and prints letter perfect invoices. They get out to your customers on time.

Your cash flow will improve because the faster things get out, the faster they can come back . . . into your bank.

Accounts Receivable

Your System 2200 tells you where you stand.

Your receivables are a major portion of your current assets. You must be able to control the collection of money owed and know when it's due. Many businesses lose money every day simply because they don't have a "formal" control.

You must be able to analyze your customers' payment methods so that you can be prepared for "tight-money" situations.

Good credit control minimizes losses. The System 2200 can provide tracking and timely follow-up.

Complete reports on all of your accounts give you a viable picture of who owes what (account number, name, invoice numbers, etc.) directly from your invoice totals.

Aged receivable reports show you all of your open items and their position – current, 30/60/90 days (or over), on demand. You can now see exactly what the status is of each account and take necessary action.

Statements are accurately and automatically prepared to be sent to your customers.

Customer files are updated and all reports are generated giving you the kind of management control you need.

Sales Analysis

Your System 2200 traces every sale . . . every salesman.

What products are selling best? To whom? What salesmen are really doing the best? The System 2200 can instantly tell you current and historical information about sales activity . . . month by month or year-to-date. You can make timely decisions based on valid comparative information by salesman, customer or product. Helps you direct and control your sales activities and gives you new ways to make your business more profitable.

Payroll

Your System 2200 handles the whole job.

Every businessman is faced with the problem of various methods of computing payrolls. The System 2200 handles every type, every method. Cash payments, hourly wages, salaried employees, bonuses and overtime payments – any type of compensation you use can be built into the system. All tax calculations, local, state and federal, are made and deducted. Union dues, stock purchases, expenses and insurance payments can be broken out and shown. And any changes that must be made, such as employee status, can be made quickly and easily on the System 2200.

Standard "output" from your System 2200 can include checks, payroll registers, control and correction reports, summary reports, all tax forms and reports as you need them – daily, weekly, quarterly, and at year end.

Your payroll master file plus periodic input data gives you timely, accurate reports to help you analyze labor costs.

Accounts Payable

Your System 2200 helps control your cash flow.

Your accounts payable reflects your current liabilities. Used in conjunction with your accounts receivable reports your System 2200 can give you a complete picture of your total cash flow.

Up-to-date aging on the status of vendor payments will give you the control you need for cash disbursements; helps you manage your money more effectively. Timely information can mean the difference between getting a deserved discount or not – a valuable addition to your company's income. The System 2200 is a precise money manager.

Knowing your future cash requirements helps you intelligently plan your day-to-day purchasing and even major capital outlays.

Inventory Control

Your System 2200 tells you what you need and what you don't need.

Reducing your inventory by eliminating old or obsolete items and maintaining a good control over current stock are two easy ways to reduce overhead costs by as much as 25%. The System 2200 can help you control your inventory through various timely reports . . . Inventory Status, Master File and Inventory Availability.

Through these reports you will know what's on hand, turn-over rates, what's obsolete, and when and from whom items were purchased. You get all of the information you will need to make cost/efficient purchasing decisions.

You can minimize obsolescence and better control your purchasing requirements by taking advantage of lead time and getting the best price. You will be prepared to handle rush orders because you know what's in stock.

General Ledger

Your System 2200 gives you fast, accurate, operating statements.

The timeliness of your operating statements is just as important as their accuracy. Most of your major management decisions are based on information available at month-end. If that information isn't accurate or on time, your decisions can only be based on a sketchy financial picture.

Your balance sheet, showing current position, assets, liabilities and net worth is the most valuable document you have.

Good business management requires all financial information to be completed and processed on time. The System 2200 can aid you in getting all that necessary information completed on time.

Complete, comprehensive, summary reports that provide the management data you need – immediately at the close of the accounting period. This information includes trial balance detail and summary, profit and loss statements, balance sheet and any other operating statements you need. Compare year-to-date with last year – month to month – whatever you want, your System 2200 can get for you.

SYSTEM 2200



The basic problem-solver

Unlike most computer systems the Wang System 2200 is compact both in design and physical size. It's easy to use – no special data processing staff – anyone can learn to use it. No special electrical or airconditioning requirements . . . you don't need a special room. It works where you do.



Each of the components of the basic system are familiar:

Executive Display

Tells you what's going on.

This "TV-like" screen lets you see what you're doing – as you do it.

Displays Instructions – takes you through each operation, step by step, and shows you what to "type".

Displays data entry – shows you exactly what you "typed" and lets you verify it before it's printed. Eliminates costly mistakes before they become errors.

Displays information – all the information you need to make management decisions is displayed when you need it . . . no waiting for printed copy.

Keyboard

Simple, easy to use.

Totally familiar in design, the keyboard is just like a standard typewriter with a 10-key calculator pad added. Anyone who can use a simple calculator can learn the System 2200.

Tape Cassette Drive

Safe, fool-proof data storage.

The System 2200 uses computer-quality cassette tapes, similar to (in shape and size) the ones used in a cassette recorder. They're easy to load and use for both operating instructions and storage and you can't tear, smudge or easily damage them like ledger cards. Each tape can hold instruction routines or hundreds of customer names and addresses.

High-Speed Printer

Get information out fast.

Any automated business system is as fast as its slowest peripheral. (The System 2200 can include any of five peripheral printing devices.) The high-speed printer gives you reports or invoices at 150 characters per second and it's a full 132 columns wide.



SYSTEM 2200



See everything you need to know about your business...instantly

You tell the System 2200 what to calculate or what information to analyze through the keyboard and the Executive Display Terminal. The EDT shows you where you've been, where you are and where to go from there.



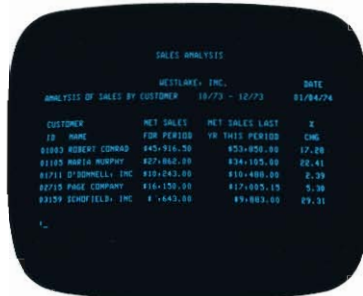
Invoicing

You simply "type" in the necessary product information, part number, quantity etc. All of the applicable customer information such as name and address, account numbers, method of shipment is stored on cassette tapes. The System 2200 then automatically calculates all line extensions, discounts, taxes, subtotals and totals - then, at the touch of a button, prints an error-free invoice.



Accounts Receivable

Your accounts receivable are automatically updated. Either an open item or balance forward method may be used. Each open invoice can be displayed on the screen. Payments, partial or in full can then be applied to open invoices.



Sales Analysis

Comparative analysis of sales by product, customer or salesman can be seen at a glance. This will show you your sales results period to period and even year-to-date.



Payroll

Employee master records are readily available for a visual check. All payroll activity can be entered onto the screen. You answer questions about each employee - like "hours worked". The System 2200 automatically calculates the earnings, deductions and net pay, and produces checks and necessary reports.



Accounts Payable

You can maintain a complete file of outstanding vendor invoices, accurate and up-to-date. Checks and vouchers and even an accounts payable aging report can be produced on demand.



Inventory

The information you receive from invoicing becomes the activity file for inventory control. As items are sold they are automatically posted to the inventory record. A quick review of existing items (stock) can be made from your master control file showing reorder levels.



General Ledger

All postings and summary calculations to the General Ledger are displayed instantly on the screen. You can get a quick review of any account, showing the balance, previous balance and this month's activity.

SYSTEM 2200

DESCRIPTION	DIVISION	LOCATION	QTY ON ORDER	BACKORDER QTY	MINIMUM QTY	MAXIMUM QTY	MEAS EA
	A5						
	A5L		500	110	10	1,000	EA

More than just information processing

Our commitment to you doesn't end with the purchase of our Small Business Computer – it really just begins. We know that a successful data processing installation depends on a continuing mutual effort – yours and ours. And we know that there's more to making you a satisfied customer than excellent hardware. We know, because we've been providing calculating and computing systems (over 75,000) to people just like you for over 20 years.



Customer Education

We help you get started.

Education and training of your people are major steps when you get your first small business computer. Our Corporate Training Staff has helped thousands of our customers learn to take full advantage of their systems' capabilities. Through comprehensive instruction in computer concepts, application design, programming and hardware operation – we help you get going fast.

Application Programming

We show you how to get the most out of your investment.

Translating your applications into workable computer programs is a job for an expert. But you don't have to add the expensive overhead costs of highly-trained, highly-paid, data processing personnel. Most of our customers assign someone in their company to assume the central responsibility for working with us and/or an outside programming firm. All they really need is a good working knowledge of your business.

We have developed a network of local professional programming companies throughout the nation. Each of these firms has a proven record helping small businesses in its area to computerize their operations successfully. When you're ready to turn your jobs into computer programs, we will work with you and help select a firm near you.

Your Involvement

We listen to you.

You know more about your business from the inside than any computer company or outside consultant. You know how it's really supposed to work. Even though your basic accounting and financial control problems are common to most other businesses in your industry, you have specific or unique information requirements that really make your business different than any other.

Whether you use a "packaged" software program developed by an outside computer programming expert or start your programming from scratch, you're the only one that can provide this specific information. Only then can we be sure the System 2200 will do what you want it to do.

We at Wang Laboratories and your local programming expert will work with you to develop the necessary working tools to solve your information handling problems.

Equipment Modularity

We grow with you.

We designed our small business computer to fill your data processing needs today and tomorrow. You get only what you can use today to handle your immediate needs and expand it later as your business grows. You don't pay for speed, power and capabilities you don't need.

As your information requirements change and your business grows you can expand the computing power of your System 2200 in small, economic increments. As a matter of fact, you can double the power for less than 20% of the total original system's cost.

You can also expand your system by adding from our complete line of peripheral devices like tape drives, printers, plotters, telecommunications equipment and even disk drives. And, there's one designed to meet your individual needs for output speed or style, information storage or retrieval, and processing capacity. Everything you'll need to make your System 2200 grow with you and continue working with you a long, long, time.

Product Service

We never forget you.

Over the past 20 years, we have manufactured and installed over 100 different types of computing systems and peripheral devices . . . and we still provide customer maintenance on every one of them. We protect your investment.

Our Product Service Division is one of the largest and most highly trained organizations of its kind in the world. Each of our over 300 Product Service Representatives are factory-trained at our corporate facilities and continually retrained in all of the latest electronic techniques.

Located in more than 100 cities in the U.S. and 44 other countries, our Product Service Representatives are as close as your telephone . . . ready if you need them.



Making your operation more efficient and profitable

The System 2200 is designed for the businessman who is looking for a cost/efficient approach to data handling problems without the major capital investment associated with most computing systems. It's a system that can handle your general accounting functions as well as give you the additional information you need to analyze your marketing and financial strategy.

By helping you make your operation more efficient, the System 2200 will help you become more profitable.

SYSTEM 2200



We like to think that our company is a unique example of American marketing dynamics. The axiom is, "Find a need, and fill it". That is really the way our company started. Dr. An Wang won his Ph.D. in Applied Physics at Harvard University. His early work in magnetic-core memory development contributed to one of the giant steps that made computers a part of American business life. Large capacity, reliable memory was one of the biggest needs that had to be filled before the computer could be a commercial success.

Our company, then, started in 1951 with the idea that we could find new or better ways to fill data and information handling needs.

Today, we have 230,000 square feet of manufacturing, R&D, and general office space in Tewksbury, Mass. Here, we manufacture over 50 basic types of electronic calculators and computers and over 75 specially designed peripheral units such as printers, plotters, disk drives and storage devices. In addition, we are now producing an exciting new line of word processing machines . . . typewriters with an electronic memory that significantly cut the cost of typing in any size business.

Our three hundred highly trained computer, calculator and word processing service representatives in the field are a key part of our marketing support in 104 cities in the U.S. We have also enjoyed a solid growth overseas, primarily in Europe. Our sales outside of the U.S. now total almost 30% of our business.

Wang Laboratories, Inc. was listed on the New York Stock Exchange in 1970. We have come a long way in our process of "finding needs and filling them" . . . filling them in ways that have clearly saved our customers money in some way and provided a fair return on investment to our shareholders.

