

SI.SCO. What has changed?

Everything.

Even **the name**.

Same supply chain, same people, same way of working on the floor. What changes is the program — what it shows and what it can do: from the warehouse to the statistics, from the printouts to the languages.



AI

With artificial intelligence: help with using the program, from the manual and in the operator's language, and custom searches and printouts, created on the spot from the data.

~~SI.SCO Packing List~~



SI.SCO Second Life

4

operations in one program:
wholesale, retail, collection,
sorting

42

manual chapters inside the
program, opened from the «?»
button of every screen

5

languages: Italian, English,
French, Spanish, Hungarian

0

data to re-enter: the document
is born from the picked

The same work, a different tool

SI.SCO Packing List accompanied the growth of these plants for years. Second Life starts from the same goods cycle and adds what has become possible in the meantime.

SI.SCO PACKING LIST	SI.SCO SECOND LIFE
An application installed on the office computers.	It opens in the browser : the server address is enough, from any workstation.
All the information in a single list.	The day's numbers at the top of the screen , and the goods grouped.
Stock as the sum of the warehouse rows.	The warehouse has a map : row, shelf and position in the plant, boxes and corners in the shop.
Printouts in Italian.	Screens, messages, reports and exports in five languages .
The processing cost was unknown.	Picked goods give stock entry and invoice , and tell what a processed kilo costs .
Questions on how to use it went to a colleague or to support.	Help and Report with artificial intelligence : answers from the manual, custom printouts.

- Home
- OPERATIONS
- Master data
- Wholesale**
- Retail
- Sorting control
- Vehicles
- SYSTEM
- Synchronisations
- Settings
- Manual
- Close the program

Dashboard

Wholesale warehouse

SERVER CONNECTED Supervisor 17/08

Stock

Picked

Sold

Complete

Map

Parcel history

Search

Close

CATEGORY > ITEM

ITEM > CATEGORY

LAST PRODUCED	ITEM	PRODUCTION LIST	WEIGHT	PARCELS	VALUE
12/06/2026	WINTER JACKETS OUTERWEAR - UNISEX	Warehouse	2.418,00	34	19.344,00
17/06/2026	WOOL JUMPERS KNITWEAR - WOMEN	LIST 02 - 12.03	1.860,00	26	14.880,00
02/07/2026	PATTERNED SHIRTS SHIRTS - MEN	Warehouse	1.245,00	18	8.715,00
14/07/2026	HOODED SWEATSHIRTS SPORTSWEAR	LIST 05 - 30.06	3.072,00	42	21.504,00
28/07/2026	TRAINERS FOOTWEAR - UNISEX	Warehouse	960,00	12	6.720,00

GROUPS

6

PARCELS

139

TOTAL WEIGHT

8.595,00 kg

VALUE OF THE VIEW

71.163,00 €

What does not change

The goods cycle is the same: weigh, label, scan, sell. The floor workstations stay, the barcodes already printed stay, and so does the data history, carried into the new program.

From the bale **to the document**

A parcel is born when the workstation weighs it and prints its label. The barcode on it is the reference by which it is recognised at every step, until it leaves the plant.



Stock 01 The parcel enters the warehouse with weight, item, operator, workstation and physical position.	Picked 02 The handheld scans the code and reserves the parcel for a shipment, awaiting confirmation.	Sold 03 Once the sale is confirmed, the parcel leaves the warehouse at the customer's price list.	Document 04 The picked produces the stock entry and the invoice, without retyping anything.
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THE FOUR OPERATIONS · DIFFERENT GOODS, DIFFERENT RULES

WHOLESALE Selling by the kilo  Bales, big bales and boxes. The unit of account is the parcel, with its weight and its position in the plant; the reports think in categories and items. Plant map Picking lists Parcel history	RETAIL Selling by the piece  Single items in boxes, rails and corners. Every position has a capacity and a minimum stock, and the ones to restock are flagged. Boxes and rails Shop map Restocking
COLLECTION Items with their own price  Pieces handled one by one and gathered into orders in the customer's name. The archive also tracks rentals that go out and must come back. Orders Rentals Receipts	SORTING CONTROL The work of the tables  Goods to be processed are weighed on arrival and followed basket by basket: how much was sorted, by whom, in how long and with what yield. Supplier yield Times and breaks Man-hours

The four operations share master data and warehouse

Categories, items, customers and price lists are the same for all of them: an item is set up once and applies everywhere, with descriptions in the supported languages.

ONE ARCHIVE

Help from artificial intelligence

The green Help button sits in the bar of every screen. The operator types the question in their own words and language; the answer comes from the program manual, with the steps, the chapter and the button that opens the right screen.

FROM THE MANUAL Every answer cites the chapter; otherwise "It is not in the manual." appears.

THE QUESTION

In one's own words

No need to know the name of the function: the question is written as it would be put to a colleague. "And to print it?" is understood without repeating the first question.

Five languages

Ready questions

THE ANSWER

Steps, chapter, button

"Open ..." opens the screen and leaves the panel on top, so the steps are followed live; it appears only with the permission. The thumbs of "Was it useful?" show where to complete the manual.

Open the screen

From the manual

Training need not be repeated for every newcomer

Newcomers, or anyone using a screen rarely, find the procedure where they work. Data requests pass to Report.

ANSWERS FROM THE MANUAL

Custom searches and printouts

Created on the spot, from the program data. The blue Report button takes the request written in words and prepares the search: it picks the data, does the sums, checks the totals and states what it counted. Then the preview and the PDF printout.

Report

opened from: Wholesale warehouse

×

sales by category to Casa Verde last week

REPORT FROM DATA

Sales by category - CASA VERDE SRL

CASA VERDE SRL - last week, 14/09/2026 - 20/09/2026

PARCELS

38

KG

10,830 kg

AMOUNT

20,037.00 €

CATEGORY	PARCELS	KG	AMOUNT
Cream	12	3,540	6,549.00
First grade	15	4,410	8,379.00
Second grade	7	2,100	2,730.00
Shoes	4	780	2,379.00
Total	38	10,830	20,037.00

How the figures were calculated: parcels sold to CASA VERDE SRL from 14/09/2026 to 20/09/2026, grouped by category; deleted parcels excluded. Weight and amount are the sale values.

Print

Save report

this answer: 0.21 €

Type the request...

Ask

Prepares reports from the program data

today 4 questions out of 30

The request, in words

Period, customer and grouping are written as they would be said. If several customers have a similar name, the panel lists the candidates and the calculation starts after the choice.

The calculation, explained

Tiles with the totals, first rows and the box "How the figures were calculated": what was counted and what was excluded. Pieces and kilos are never added together. A correction is written without starting over.

Saved, repeated at zero cost

"Save report" puts it in "My reports"; "Repeat" runs it on the day's data without artificial intelligence. The period is recalculated, the customer can be asked each time; print and Excel from the program.

My reports

?

Q

New report with the assistant

Refresh

Close

Mine · 2

Everyone's · 3

REPORT	PARAMETERS	LAST TIME	CREATED
Sales by category Wholesale sales to one customer, by category	last week customer: asked	today 08:40	22/09 · 0.21 €
Parcels shipped this month Parcels and kg sold, by customer	this month all customers	yesterday 17:05	18/09 · 0.16 €

MY REPORTS

To keep for oneself or to share with all operators.

Security and confidentiality

Only the program

Help on use, Report on data; anything else is "Off topic".

Read-only data

Prepared views, checked searches: nothing is changed.

Permissions apply

Whoever cannot see prices or shops cannot see them in reports.

No technical data

Database, tables, server and code stay out of the answers.

Costs under control

Questions per day and monthly cap, set by the administrator.

The key is the company's

Claude service, by Anthropic; key encrypted on the server.

Every parcel has a place and a history

The goods are not a total: they are a list of units, each with its own barcode. The program knows where every parcel is and what has happened to it since it was weighed.

SI.SCO
SECOND LIFE

Home

OPERATIONS

Master data

Wholesale

Retail

Sorting control

Vehicles

SYSTEM

Synchronisations

Settings

Manual

Close the program

Dashboard

Wholesale warehouse

SERVER CONNECTED Supervisor 17/08

StockPickedSoldCompleteMapParcel historySearchClose

CATEGORY > ITEMITEM > CATEGORY

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STOCK · ON HAND

The three tabs at the top are the three states of the goods; the date in red flags a parcel sitting still for too long. At the bottom, the totals of the view: groups, parcels, weight and value.

- The life of the parcel

— scan one code with the gun and its whole history appears: who produced it, when, at what weight, where it went and where it is now.
- Searches that answer

— by category, item, customer, shipment, date. Every search can be printed and exported as it stands, without redoing the work.
- Three states, no ambiguity

— stock, picked, sold. Reserved goods cannot be sold twice, and the picked is confirmed only after checking.
- Grouping as you like

— category within item or item within category, with a single command; the totals follow the grouping.

3

states of the goods tracked by the barcode

10

statistical views of the warehouse

2

formats for every report: detailed and summary

0

data to re-enter for the sales document

The shop too, not just the plant

In retail the same approach follows boxes, rails and corners, with the capacity of every position and the stock to replenish.

RETAIL WAREHOUSE

The plant **seen from the office**

The rows of shelving are drawn as they stand in the plant, with the aisle in the middle, and the colour of each bar follows the oldest parcel in the position. **The layout is declared at installation:** the program adapts to the plant, not the other way round.



WAREHOUSE MAP Odd rows on one side of the aisle, even rows on the other: the layout on screen matches the one you walk through. Clicking a row shows it face on, shelf by shelf.

Rows how many aisles the plant has: odd on the left, even on the right	Shelves how many shelves fit in each row	Positions how many parcels fit on a shelf: the capacity of the cell	5 areas wholesale, retail shop, retail, collection and archive, each with its own layout
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- **The layout is the real one** — rows, shelves and positions are declared once and draw the warehouse as it is: there is no standard map the plant must adapt to.
- **Each area its own structure** — the retail warehouse is not the wholesale one, and the collection thinks in stands instead of positions: each area can have its own layout or share the base one, and areas that share it see each other's occupancy.
- **Colour tells the age** — green for recent goods, amber halfway to the threshold, red for goods still beyond the set threshold. That threshold too is the customer's choice.
- **From the row to the parcel** — from the map down to the shelf, from the shelf to the position, and from the position to the list of parcels inside it.

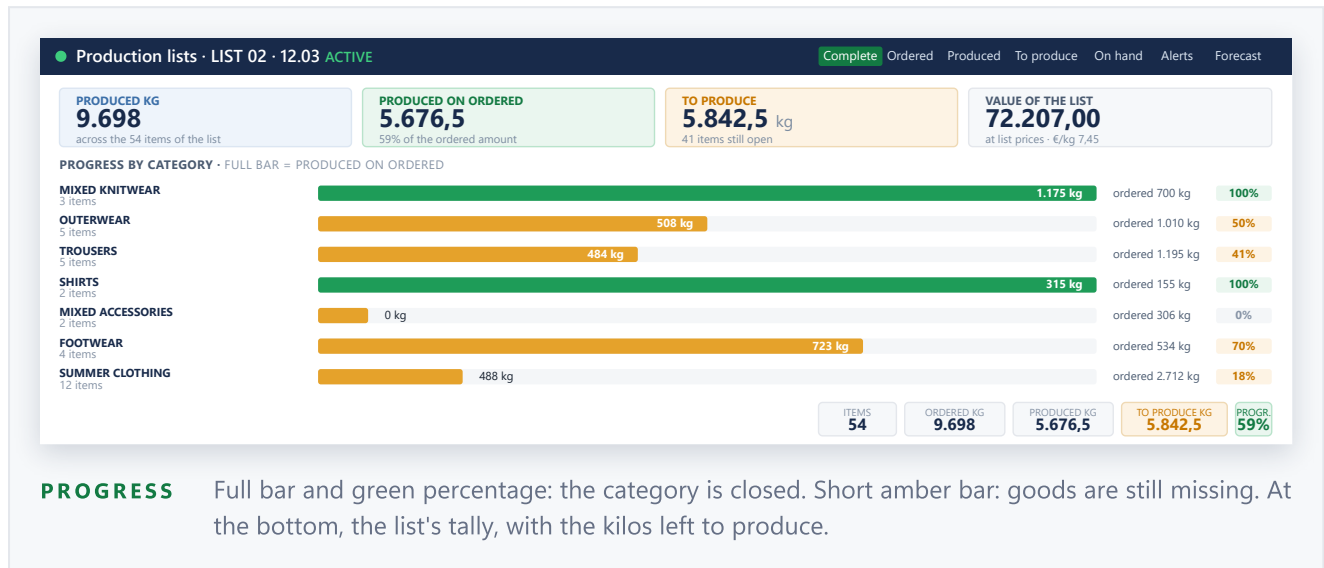
Configured once, and it stays the company's own

The warehouse structure is set at start-up and changes only when the plant does: add a row or raise the shelving, update the value, and the map follows — without touching the data.

MADE TO MEASURE

How much is left **to close the order**

The production list says what must be produced and in what quantity. While the workstations work, progress updates by itself: from the office you can see which categories are closed, which are behind, and how many kilos are still to do.



- **Seven views of the same list** — complete, ordered, produced, to produce, on hand, alerts and delivery forecast: the angle changes, the data does not.
- **Delivery forecast** — from the production pace of the last few days the program estimates when the list will close, and flags the bottleneck item.

- **The picking lists** — the picking order the handheld follows through the plant, ticking off what has been taken and what is left.
- **Alerts** — ordered items without enough goods on hand are moved to the top, before they become a delay.

The workstations work on the list

On the floor the operator sees only the items of the active list, with what is left to do: office progress updates with every parcel weighed.

REAL TIME

When you sell **the single item**

In wholesale the unit is the parcel; in the shop it is the piece. The unit of account changes, the program does not: the same master data, the same warehouse, the same printouts, plus what people who work by the piece need.



The item has a tag

Every piece leaves the workstation with its own code: it tells which box it went into, which corner displays it and which order it belongs to.

Boxes, rails and corners

Goods move by container: the box is filled on the floor, the rail carries it to the shop, the corner displays it. The program follows all three steps.

Collection: the one-off piece

Items handled one by one, with their own price and an order in the customer's name. Picking is by box or by order; the receipt shows the total.

Archive and rentals

Items that go out on rental stay marked as out: on return, the ones that came back are ticked off and the missing ones stay in plain view.

- Orders that stay open** — an order is prepared over several days: items are added as you go and the total updates, with no side sheets.
- Returns and exchanges** — an item that comes back returns to its position with its history: where it came from and why it returned stays on record.
- Price per item or per group** — you price the single piece or the category, and the program applies the price valid at that moment.
- Shop inventory** — you walk corner by corner with the scanner, and at the end only the differences to fix remain on the list.

3 containers tracked: box, rail, corner	1 tag per item, with barcode	% fill level and minimum stock per position	↻ rentals that go out and must come back
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The two operations live in the same archive

A company that sells by the kilo and by the piece does not keep two programs: you switch tab, and the master data stays the same.

SAME WAREHOUSE

The till of the corners

The items on display are sold at the counter, from a tablet with a barcode reader: the retail warehouse by piece and by weight, and the one-off pieces of the Collection. Discounts, change worked out, sales on hold and cash-up — no cash register, with the receipt on screen ready to print.

Cash point SHOP PAULA Till Today

ITEM	PRICE	QTY	DISCOUNT	TOTAL
ART56101 SHIRTS-TOPS · women	10,40	1	—	10,40
ART31020 CARDIGANS-JUMPERS · men	15,60	3	-10%	42,12
MIX BY WEIGHT CREAM KILO · 8,45 €/kg	8,45	2,40 kg	—	20,28
1980s LEATHER JACKET COLLECTION C-0812 · one-off piece	90,00	1	—	90,00

tap a line for quantity, discount and price receipt no. 47 today

Mark up prices by **30 %**

Subtotal **167,48 €**

Discounts (line -4,68 · total -5%) **-12,82 €**

TOTAL

154,66 €

PAYMENT · 154,66 €

Hold Total disc. Clear

Held sales 1 on hold · 16:42

THE TILL · TABLET AT THE COUNTER

The three natures of the goods in one basket: items by piece, the bag weighed by the kilo, the one-off Collection piece. The reader types by itself; an item without a tag is picked from the corner in two taps, from the items really in stock.

THREE WAYS TO SELL

Reader, corner or scale

Scan the tag and the line is done. Without a tag you start from the corner: the program shows the items really on display with their prices. Goods by the kilo have their own path — category, item, weight — and only free goods count, not those committed to lists.

Codes with a letter in front

Only items in stock

Real prices, never from memory

THE DAY IN ORDER

Receipts, voids, cash-up

Every sale is numbered and reprintable; a void returns the items to stock and leaves the receipt on the list, struck through. At the end of the shift the cash-up splits the takings into cash, card and mixed, with items, kilos and discounts given.

Cash with change worked out

Nothing disappears

End-of-day PDF

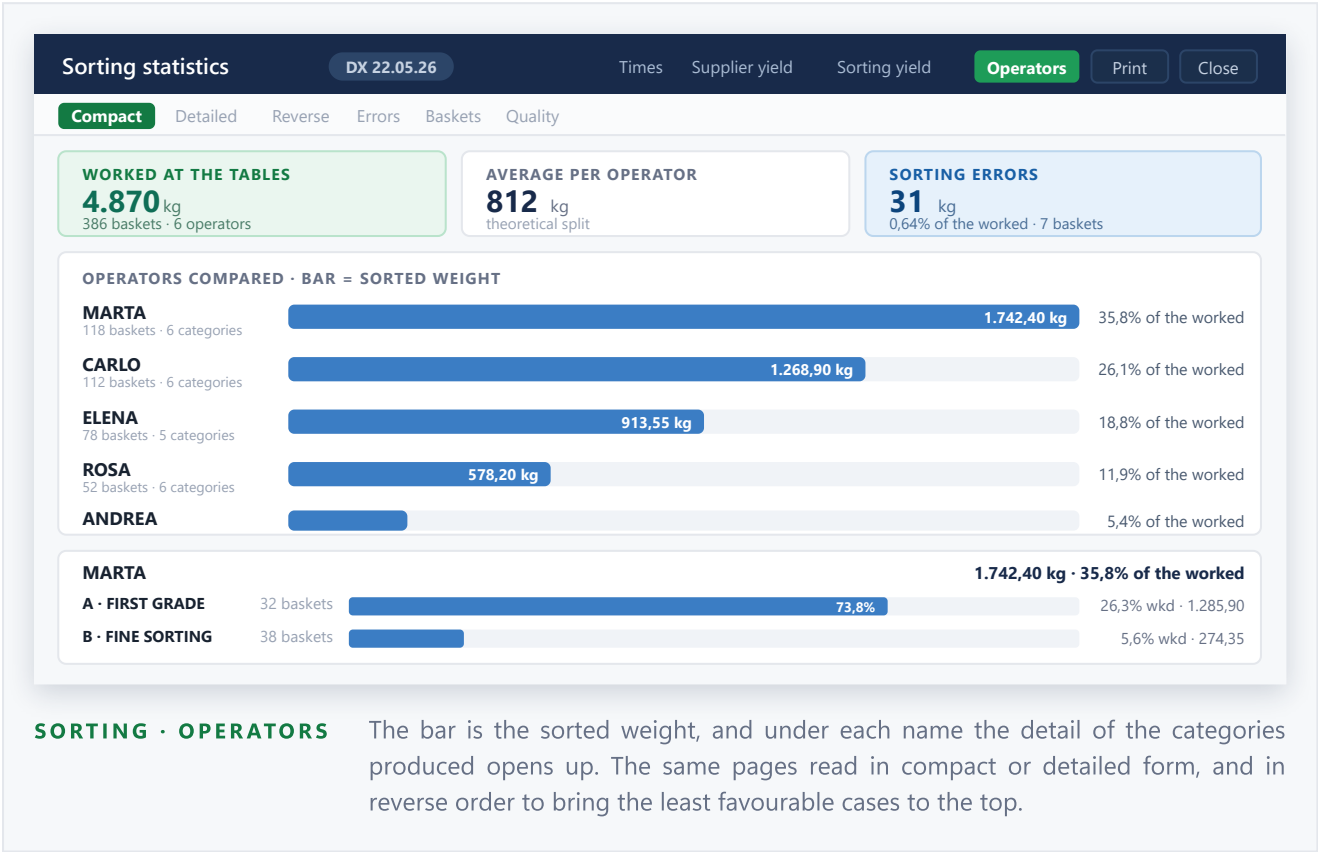
From the wholesale price list to the counter price

Warehouse prices are wholesale: the till shows them already marked up by the set percentage — protected by an edit button — and the Collection keeps its own price, which is already retail. No second price list to maintain.

SELLING RIGHT AWAY

Who did **how much, and how**

Every weighing at the line is recorded: the basket, the category, the operator who worked it and the time it took. When a load is finished the picture is already there — how much came in, how it was split, who produced what and with how many errors — with nothing to reconstruct from memory.



SORTING · OPERATORS The bar is the sorted weight, and under each name the detail of the categories produced opens up. The same pages read in compact or detailed form, and in reverse order to bring the least favourable cases to the top.

4 views of the same load: times, supplier yield, sorting yield, operators	kg/h the yield comes from the time each basket spent on the table	% sorting errors taken from one category and reassigned to the right one	PDF every report prints, in text or graphics, after a preview
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- The data is born where the work happens** — weighing at the line records basket, category and operator while sorting: there is no second moment for transcribing numbers.
- Comparisons, not judgements** — the bar puts operators on the same scale, and the detail shows what each produced: the picture is there to see where to step in.
- One load at a time** — the report reconstructs what happened from the arrival of the goods to the end of the split, and loads still open do not appear, so no partial figures are given.
- From the line to the basket** — from every entry you reach the baskets that produced it, with time, table and category.

The costs are born from the same archive

The hours of the baskets and the kilos of the tables are the very numbers used to work out what a processed kilo costs: one recording, two readings.

ONE SINGLE FIGURE

The weighbridge **linked to the program**

The vehicle comes in, is weighed fully loaded, unloads and leaves: the net weight is worked out by the program, not by a calculator. The weight arrives from the weighbridge over the serial port, and the weighing stays tied to the supplier, the haulier and the plate.

Vehicle weighing
 purchase - vehicles being weighed

New weighing
 Sale
 Weighing docket

VEHICLES ON THE BRIDGE
5

ARRIVAL	PLATE	HAULIER	WEIGHT	ON BRIDGE FOR
today · 08:14	EA 214 KR	Trasporti Bianchi	11.990	1h 27'
today · 07:35	GD 402 TR	Logistica Verdi	37.880	2h 06'
yesterday · 16:52	AB 667 ZP	Autoservizi Rossi	36.060	16h 49'
yesterday · 14:20	CN 118 CC	Container Sud	18.930	19h 21'
12/08 · 09:05	FR 905 LM	Trasporti Bianchi	13.900	6 days

Open weighings stay in plain view until the vehicle returns to the weighbridge.

DECLARED MATERIAL
 Used clothing · transport document 1043

WEIGHBRIDGE
 serial port COM3 · stable reading

kg
 11.990

Record weight
 Zero

PLATE
 EA 214 KR
SUPPLIER
 Tessil Bruna Ltd
RAMP
 Ramp 2

Weight read, not typed

The reading comes from the scale on the serial port: choose the weighbridge, zero it and record the value when it is stable. A manual entry remains for the foreseen cases.

Purchase and sale kept apart

Two separate lists with the same layout: those coming in to unload and those going out loaded, each with the fields it needs.

Time on the weighbridge is visible

Every line shows how long the vehicle has been inside: weighings left open do not get lost and are closed before the end of the day.

WEIGHING DOCKET
no. 1043 of 18/08
 weighbridge - arrivals

SUPPLIER	HAULIER	PLATE
Supplier 07	Hauliers 02	EA 214 KR

Gross on arrival	09:42	18.640 kg
Tare on departure	11:05	6.180 kg
NET UNLOADED		12.460 kg

Material: used clothing · document 1043
 Document issued by the warehouse management system

Driver's signature _____

When the weighing is closed the docket comes out with gross, tare and net, in the language set for the document.

From the incoming weight to the cost of the goods

The kilos unloaded feed the stock entry: the weighbridge figure is the one later found in the lots and in the statistics.

ONE SINGLE FIGURE

The number the consignee **checks first**

Once the container is full a high-security seal goes on its doors: its number must appear identically on the packing list, the booking and the bill of lading, and if it does not match on arrival the goods are opened and inspected. Here it is recorded once.

SL
Seal SHIPMENTS
09:06

CASA VERDE 08

AB 123 CD · TRASPORTI ESEMPIO
net 14,780 kg · weighed at 09:14

SEAL NUMBER

SL0472918

SEAL PHOTO

SL0472918

1280 × 960 · 214 KB

Save

→

SL

TESSILE ESEMPIO SRL

Via dell'Industria 14 · 20100 Eempio

PACKING LIST

N. 2026/0184 · Packing list · Français

EXPÉDITEUR

TESSILE ESEMPIO SRL

20100 Eempio · Italia

DESTINATAIRE

CASA VERDE SRL

1070 Bruxelles · Belgique

EXPÉDITION	CONTENEUR	TRANSPORTEUR	IMMATR.	QUAI
SP-2026-0184	MSCU 704 118 3	TRASPORTI ESEMPIO	AB 123 CD	2

SCELLÉ

SL0472918

Haute sécurité, classe H · ISO 17712

CONTENEUR

MSCU 704 118 3

N.	ITEM	GENRE	COLIS	POIDS KG
1	MANTEAU MIXTE	HOMME	12	4.240,00
2	MAILLE MIXTE	UNISEXE	8	2.860,00
3	SWEAT DEMI-ZIP	UNISEXE	6	2.120,00
4	PANTALON COTON	HOMME	16	5.580,00
TOTAL			42	14.800,00

POIDS DES COLIS

14.800,00

NET AU PONT-BASCULE

14.780,00

DIFFÉRENCE

-20,00

0,14% — dans la tolérance

RECORDED ONCE

The handheld writes the number on the outbound weighing, which already carries plate, carrier, bay and net weight: the document re-reads them all, in the consignee's language.

THE SEAL

The number is typed, the photo is the proof

The operator types the number: automatic recognition that gets one digit wrong is worse than none, because that number must match the bill of lading. The photograph serves later, when someone asks how the goods left.

List of what is missing before departure

Photo reduced on the handheld

Who recorded it stays in the event log

THE DOCUMENT

Packing list and proforma, same sheet

Parcels, weights and items come from the pre-unload; sender and consignee from the records. The proforma is the same page with prices. Five languages: the document comes out in the language of who receives it, not who prints it.

Preview before printing

Signatures of sender, driver and consignee

The seal in plain sight

The check you make before, not after

The document sets the weight summed from the parcels beside the weighbridge net, with the difference: if the two do not match you see it while the truck is still in the yard.

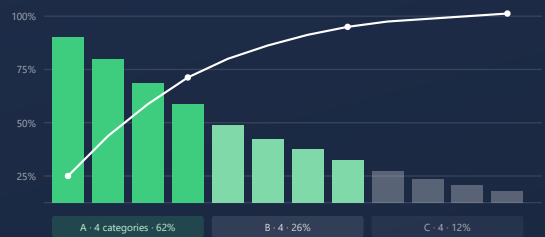
BEFORE IT LEAVES

The figures **people actually look at**

Not a dashboard to show off: four or five things that decide the day. What pays and what does not, who buys and how much, how much material is sitting still, how the year compares with the last. Every figure opens down to the line that produced it.

ABC ANALYSIS

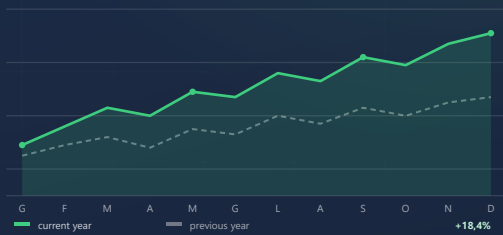
A few categories make the turnover



The curve shows where the value stops: four categories out of twelve bring in more than half of what is sold, and those are the ones to always keep in stock.

TREND

This year and the one before



The comparison is always like for like by month and department, so an early season is not mistaken for growth.

STOCK BY AGE

How much material sits still



The same breakdown opens by category and by row, so you know not only how much is sitting still, but where it is.

CUSTOMERS

Who buys, and what

CLIENTE	TONNELLATE	VS. PREV. YEAR
Customer 12	312	+22%
Customer 04	268	+9%
Customer 21	204	-3%
Customer 09	177	+14%
Another 38 customers	641	+6%

Every line opens onto the documents of the period: you see at once which categories hold up the relationship with that customer.

- **Stock by age** — how much material has been idle for more than four months, split by category and by row: the statistic to check before buying.
- **Sorting yield** — what an incoming lot yields once sorted: percentages by category and waste, supplier by supplier.

- **Customers and periods** — sales by customer, by category and by period, compared with the same period of the previous year.
- **From the total to the line** — every number opens: from the column to the document, from the document to the parcel.

Every statistic comes out as a spreadsheet

The very rows you see on screen export with one command, already headed and already in the chosen language, ready to be reworked wherever needed.

Export

Excel · PDF · CSV

Who buys what, **and who has stopped coming back**

Every sale already carries the buyer's name: the program re-reads it and builds the history — how much they bought, at what price, how many times they came back and on which items. No record to fill in, no data to retype: they are the same warehouse lines, seen from the customer's side.

BOUGHT IN TOTAL

184.600 kg

AVERAGE PRICE

1,42 per kg

DAYS

34 of sales

LAST SALE

4 months ago

What they buy · by item

"times" means separate days

ITEM	KG	€/KG	TIMES
SUMMER TOPS CREAM	62.400	1,55	21
MEN'S JEANS 1ST GRADE	48.900	1,68	18
MIXED SWEATSHIRTS	39.200	1,20	12
WINTER COATS	4.100	0,95	1

Trend · 12 months

SEP idle for 4 months

Containers entries merged into this record

the tick adds or removes them: the figures redo themselves at once

DIMITRI

DIMITRI 10.06

dimitri sped.2

linked to the customer

BUYER RECORD

A customer who looked loyal: four months without buying, and nobody had noticed. Information the system already had, but spread over thirty-four days of sales.

THE NAME IS ENOUGH

No customer list to keep tidy

The buyer is the name written every day on the shipment: capitals and accompanying dates are ignored, and the variants of the same name are merged with a tick. Whoever keeps the customer list links it once and from then on the bond is permanent.

Three managements, three records

Mergeable entries

Also from the customer list

THREE READINGS, THREE QUESTIONS

What they buy, when they return, at what pace

By item you see what they really look for and what they tried only once; by shipment you go back to every day of sales with its lines inside; the twelve-month trend — including the empty ones — shows the seasonality of that single customer. All printable and exportable.

Dossier or single reading

Spreadsheet

Down to the line that produced it

From the record to the invoice, without retyping

The customer recognised here is the same one that enters the documents: where the accounting module is present, the sale becomes a stock load and an invoice in the administrative system with one command, and a register prevents the same shipment going twice.

SALES THAT SPEAK

The life of a product, **from intake to the last sale**

A right-click on an item, in any warehouse, opens its story: how much was produced, how much went out and to whom, what remains in stock and for how long. It is the buyer record turned the other way round — there, one customer across all items; here, one item across all customers.



ONE CLICK, WHERE THE GOODS ARE

The record opens from the warehouse

Nothing to look for in a menu: a right-click on an item — or on a whole category — opens the record from any warehouse, wholesale or retail. The four readings answer the questions in the order they come: how much there is, who takes it, when it moves, what it yields.

By category too

By piece and by weight

Printed as a booklet

THE AGE OF THE STOCK

What remains, and for how long

Stock is not just one number: the record says where it sits — by row in the wholesale, by corner, rail and box in the retail — and how long it has been standing. The estimated cover puts stock and sales pace together: how many weeks left, at this rate.

Real locations

Age by band

Estimates always declared

From the item record to the customer record, and back

The buyers listed here are clickable: one step to the buyer record and back, without ever retyping anything. The two records are the same story told from the two sides of the counter.

THE PRODUCT THAT SPEAKS

The negotiation in writing, up to the production list

Rows, quantities, prices and the **maximum discount** you are willing to concede: from there the program computes each row's minimum price, and whoever goes below does it knowingly — the choice stays on record. On confirmation the production list, the sale file or the rental is created, with nothing retyped.

QUOTATION

BALKAN TEX KFT

SENT · REV. 2

VALID UNTIL
15/09/2026

STILL LEFT TO CONCEDE
1.980,00

ITEM	KG	PROPOSED	MAX DISC.	MINIMUM	AGREED	TOTAL
SUMMER KNITWEAR CREAM	12.000	1,55	10 %	1,40	1,48	17.760
MEN'S JEANS 1ST GRADE	8.500	1,68	10 %	1,51	—	14.280
MIXED SWEATSHIRTS	6.000	1,20	15 %	1,02	0,98	5.880
TOTAL · 3 rows		26.500				37.920

1 row below the minimum price: you may proceed, the choice stays written in the log

freight and charges apart · document total 38,170

OPEN

 →

SENT

 →

REJECTED · REVISED

 →

CONFIRMED

 →

LIST · SALE FILE

every sending counts the revision: you always know which version the customer holds

THE QUOTATION THAT BECOMES PRODUCTION

Across all four managements: wholesale by the kilo, retail by piece and by weight, Collection and rental with garments picked one by one.

THE LIST BUILDS ITSELF



Customers to contact in time

The program measures each customer's buying rhythm across all managements and flags who has been idle beyond their own threshold. Diary reminders join the list by themselves; one click opens the buyer's record, and even the postponement stays written.

Wholesale, retail and Collection

Personal threshold

Print and export

FOUR LABELS, NOT A FORM



The commercial profile and the diary

Country, channel, tier and reference salesperson: four dropdowns on the registry. In the grid they become filters — a country's A-tier wholesalers are one click — and the diary gathers calls, visits and follow-ups, shared across managements.

Entries never duplicated

Tier A · B · C by hand

The log keeps everything

From the agreed price to the price list, without retyping it

On confirmation the negotiated prices can update the customer's personal price list: when the goods leave, the invoice carries the agreed figure — not a memory of the phone call.

THE NEGOTIATION THAT STAYS WRITTEN

The **morning** proposals

At five, before anyone arrives, the program cross-checks who has not been buying for too long, what they used to buy, how much of those goods sit idle in the warehouse and at what price the margin holds. In the morning there is a list of customers to call, with the line already written.

TODAY'S PLAN · TUESDAY 9 SEPTEMBER

12 proposals

to 12 late or idle customers · 9 with a WhatsApp number
· 3 with an open follow-up in the diary

WORTH

38.400 €

margin 15.700 € · 41% · with the processing cost of the last 3 months

IDLE GOODS COVERED

14,2 t

60% of the 23,8 t idle beyond the alarm threshold

THE THREE LARGEST

CASA VERDE SRL	4.920 €
SECOND HAND KFT	3.755 €
BALKAN TEX KFT	2.980 €

To do today **6** Postponed **2** Turned into quotes **1** Discarded **1**

by amount · delay · idle goods

CUSTOMER	WHAT IS PROPOSED TO THEM	PROPOSAL	KG	IDLE / FREE	
CASA VERDE SRL 6 weeks late	MIXED SUMMER CLOTHING, MEN'S OUTERWEAR · 2 items	4.920 €	2.100	690 idle	Prepare WhatsApp Postpone Discard
Used to buy every 6 weeks, then nothing for 124 days: this is the customer to win back					
	PROPOSED ARTICLE		KG	OF WHICH IDLE	€/KG AMOUNT
	MIXED SUMMER CLOTHING		1.500	480	1,92 2.880
	MEN'S OUTERWEAR		600	210	3,40 2.040
SECOND HAND KFT Idle for 214 days	MIXED SUMMER SHOES, LIGHT KNITWEAR · 2 items	3.755 €	1.600	720 idle	Prepare WhatsApp Postpone Discard
BALKAN TEX KFT 5 weeks late	MIXED SPRING GARMENTS, MEN'S SHOES · 2 items	2.980 €	1.150	260 idle	Prepare WhatsApp Postpone Discard
TESSILE ESEMPIO SRL Postponed to 22/09/2026	LIGHT KNITWEAR, WOMEN'S JEANS · 2 items	1.860 €	900	—	Resume Discard

What the proposals yield in the last 60 days

Proposals made **84**

Turned into quotes **31** 37%

Confirmed **19** 24.800 €

Idle goods freed **9.400 kg**

Average time **4,2 days**

ONE ROW PER CUSTOMER, NOT A CARD

Ten proposals in front of you at once: the items open on the row that is touched, when that quote is about to be prepared.

HOW A PROPOSAL IS BORN

Four things cross-checked

Customers behind their own buying pace; the items that customer actually bought; the real stock, with the part idle for over ninety days highlighted; the price that holds the margin. Anyone with an open quote or a deal under way stays out.

Customer pace

Idle goods

Minimum margin

ONE TAP AND DONE

Quote, message, or later on

The quote writes itself with the suggested lines. The message goes out on WhatsApp to the contact person's number and stays written in the customer diary. If it is not the right moment, it is postponed by two weeks or discarded for sixty days: either way the reason ends up in the diary.

Quote ready

Diary updated

Postpone or discard

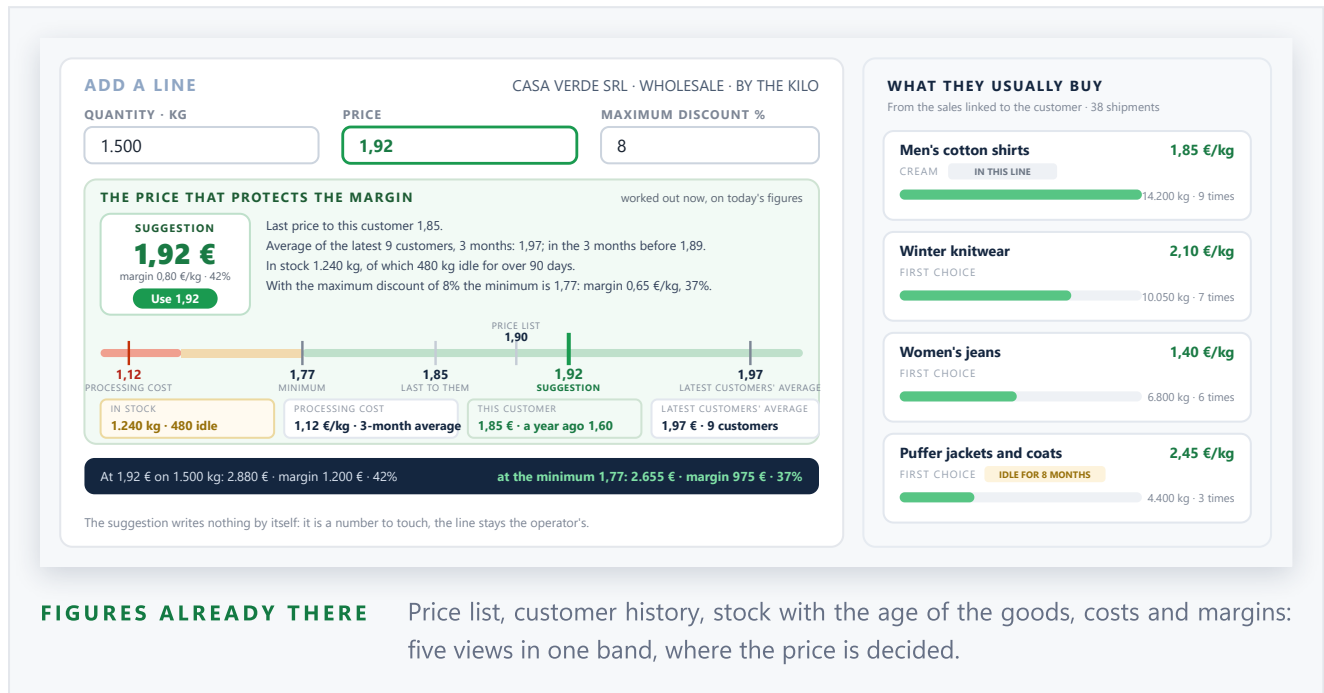
The salesperson decides, the program prepares

No message goes out on its own and no quote closes on its own. The program takes away the dull part — finding who is missing and what to offer them — and leaves the phone call to the person who knows how to make it.

EVERY MORNING, WITHOUT ASKING

The price that **protects the margin**

When a quote line is opened the program puts together what it already knows: what the customer usually buys, the last price to them, the latest customers' average, the idle goods and the processing cost. Out comes a suggested price with its reasons in figures, and the margin of the line as it is written.



BEFORE WRITING THE LINE

What they usually buy

Next to the line, what the customer has bought: weight, how many times, average price. One click fills in category, item and price. Three signals: their top item, the one they no longer take — a sale to recover — and the one already in the quote.

Customer's sales

12 months or ever

Idle for N months

ONE NUMBER, WITH ITS REASONS

The suggestion and the live margin

It starts from the higher of last price to them and price list, moves towards the latest customers' average in proportion to the goods idle for over 90 days, never below the configured minimum margin. The dark row states amount and margin live: red under the threshold.

Clickable scale

Processing cost

Margin threshold

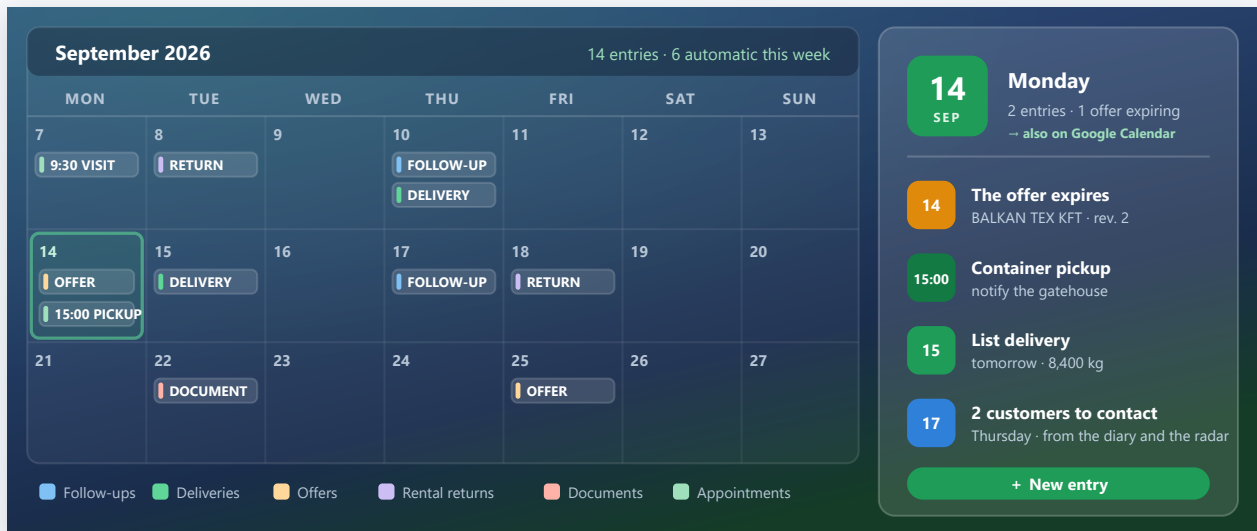
The suggestion writes nothing by itself

It is a number to touch: the line stays the operator's, the choice stays written in the quote. Whoever sells has the facts in front, not the memory of the last call.

SELLING WITH THE FIGURES IN FRONT

The agenda that **fills itself**

Company calendars die when someone has to fill them in. Not this one: follow-ups, deliveries, expiring offers, returns and document deadlines arrive by themselves from the windows that already exist. Only the appointment is written by hand.



MONTH AND DAY Entries are born where the facts are born: the delivery on the list, the follow-up in the diary, the deadline on the offer. The calendar shows them, it does not own them — which is why it is never empty and never needs updating.

A SINGLE TRUTH

Entries are corrected at their source

Automatic dates are not touched from the calendar: you correct the list, the diary or the offer, and the calendar updates by itself. There are no two versions of the same delivery; only hand-written appointments are edited here.

Five automatic sources

One agenda for everyone

Each entry opens its window

IN THE POCKET OF WHOEVER IS OUT

Linked to Google Calendar

Appointments and deliveries copy themselves onto a Google calendar of the company, and from there they reach the phone of whoever is on the road, in the agenda they already use. One direction only: the ERP writes, Google shows; an entry deleted here disappears there too.

The company chooses the calendar

Deliveries and appointments

Warning on the Home if it does not answer

The agenda week, the Home that looks ahead

The weekly view separates whole-day entries from timed appointments; on the Home the «This week» tile answers Monday's question. Appointments carry the name of who wrote them, and the log keeps even the deleted ones.

TIME, IN ORDER

The story of the day

At six in the evening the program puts together what happened: how much was processed and how much went out, what the till did, what went wrong and what is waiting tomorrow. One page only, on the computer and on the phone, read in two minutes while closing up.



THE DAY ON ONE PAGE

The same figures that sit scattered across the statistics, put together once a day in the order in which they are asked for.

WHERE IT IS READ

On the computer, on the phone, by e-mail

From the Calendar menu the whole page opens; on the Home a tile previews how yesterday went. On the phone it is the first thing seen when the application opens, with the same blocks in a single column. Whoever wants it can have it sent by e-mail at the same hour, to the addresses they choose.

Window on the PC

Tile on the phone

E-mail to whoever needs it

NOT JUST NUMBERS

The things out of place

Every evening the program picks up to three things worth a look: goods about to leave with no price, lists with no delivery date, a customer who has crossed their silence threshold that very day. Each has the button that opens the right screen, on the computer as on the phone.

By severity

With the Open button

Kept every evening

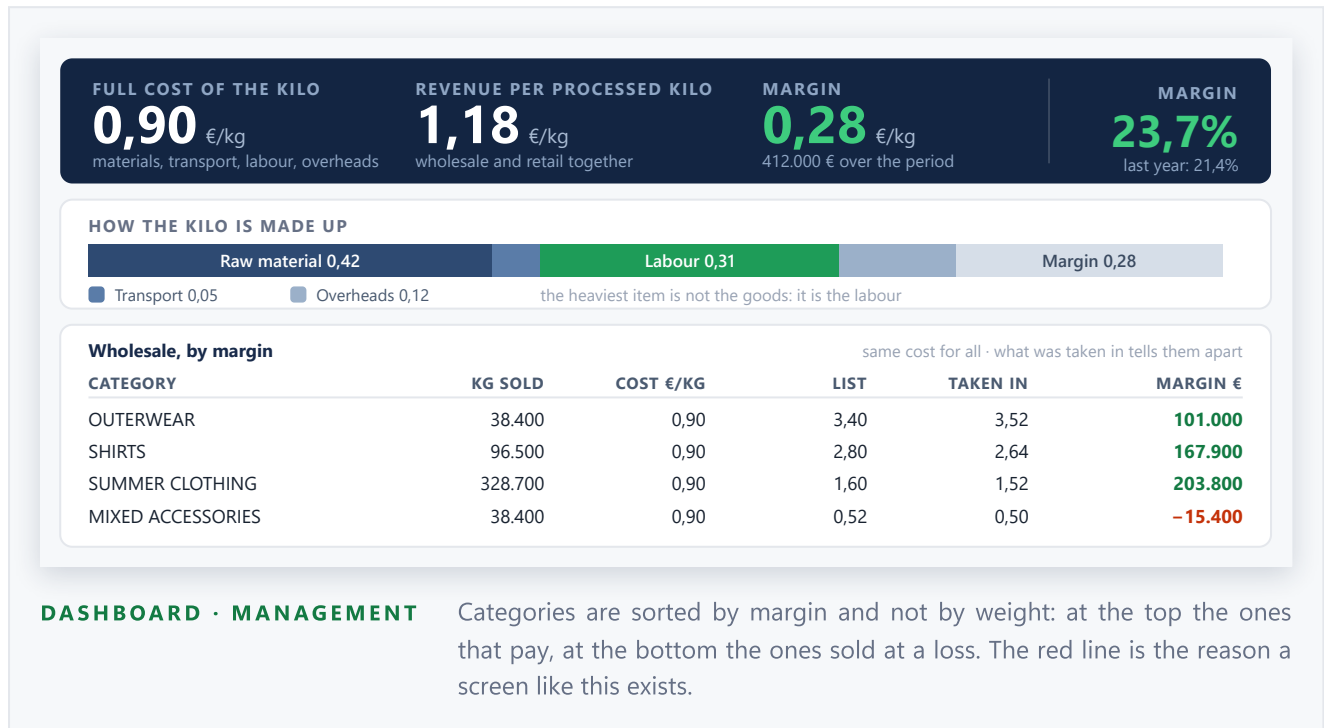
Every evening how it went stays written

The stories are kept day by day and are leafed through backwards: the week at the bottom of the page is clickable. Without the price permission there remain kilos, boxes and shipments, and the amounts disappear.

TWO MINUTES BEFORE CLOSING

What it costs to process a processed kilo

The program has always measured kilos, times, yields and prices. Add three items — labour, transport and overheads — and all those numbers come together into a single figure, and next to production the margins appear.



THE COST OF LABOUR

By absorption, not by guesswork

The department's actual hours divided by the kilos processed: no hour is left out of the count — not the changeovers, not the breaks, not the time no weighing records. Hourly costs are stated by job and never by name: whoever looks at production must not see what a colleague earns.

Hours from the baskets

Costs by job

Reconciles with payroll

LIST PRICE AND TAKINGS

What is actually obtained

The margin has always been worked out on the price list. But the real prices are already in the program, parcel by parcel: compared, they say on which categories and with which customers you sell below your own list, and what the difference is worth over the year.

Prices from parcels sold

Gap by category

Gap by customer

One cost, two sales channels

The processed kilo does not end up in one place only: part is packed into the parcels of wholesale, the best items are hung and sold by the piece in retail. The cost, however, stays one, because the processing is one: the goods split afterwards, when the work has already been done.

THE REAL FIGURE

Who produces, **and at what pace**

Every wholesale parcel and every retail line already carries operator, workstation, date and time: department output re-reads them and measures the packing work — people and workstations — without making anyone fill in a thing.

PROCESSED IN THE PERIOD
25.250 kg

THE HIGHEST PACE
957 kg/active hour

WORKSTATIONS
2 active out of 8 configured

THRESHOLD
30 min

Wholesale · operators

the pace is measured on active time, not on the span of the day

OPERATOR	PARCELS	DAYS	KG	KG/HOUR	ACTIVE HOURS	BREAKS
M. BIANCHI	640	15	12.100	691,4	17,5	17
G. RICCI	410	16	9.800	604,9	16,2	21
S. FONTANA	135	5	3.350	957,1	3,5	8
Total	1.185	28	25.250	678,8	37,2	46

Workstations

6 idle: worth a look

POST.1

POST.3

POST.2

POST.4

POST.5

POST.6

POST.7

POST.8

DEPARTMENT OUTPUT · WHOLESALE AND RETAIL

The third operator looked like the slowest — few parcels, short days. Measured on active time he is the fastest of the department: 957 kilos an hour when working. And the six grey workstations, configured but silent for weeks, are a question nobody was asking.

THE PACE, NOT THE SPAN

Active time, honestly measured

Between the first and the last record there are breaks, waits and other duties: dividing by that span produces unfair figures. The program adds up only the intervals within an adjustable threshold, and counts the breaks separately — which are not faults, they are context.

- Inactivity threshold
- Breaks in plain view
- No clock card to punch

PIECES AND KILOS, NEVER ADDED UP

Each department with its own unit

Wholesale packs by the kilo; retail sells by piece and by weight together, and the two quantities sit in side-by-side columns without ever making a total that would mean nothing. The common pace is that of the lines handled per hour.

- Wholesale in kg
- Retail with a double unit
- Printing and export

It rates people, it does not touch the cost

The kilos of packing are the very ones already counted at sorting: adding them to the cost of the kilo would halve it for nothing. Department output rates operators and workstations, and the cost of processing stays the real one.

HONEST FIGURES

What comes out of the program

A management system is judged by what it hands over too: sheets the customer understands, tables the office reworks, data that reaches accounts without being retyped. The printouts are all laid out the same way and all translated.

Preview before paper

Every printout is shown on screen as it is, you page through it and save it as PDF. What appears in the preview is exactly what comes out of the printer.

The right language for the recipient

The labels on the sheet follow one rule only: for a foreign customer the document comes out in English, in the office in the language set. The item description stays as it is in the warehouse, with no improvised translations.

Exports that just open

Price lists, stock, movements and statistics come out as spreadsheets with the headings already in place, columns as wide as needed and numbers already numbers.

Accounting linked

There is a module for the Zucchetti system: documents and master data pass across without retyping. The same channel is open to any other system that has an API.

PACKING LIST

Page 1 of 3
Printed on 14/03

CUSTOMER

Customer 12

Export order 4471

SHIPMENT

Container 08

Loading date 18/03

BALE	DESCRIPTION	QTY	GROSS	NET
10041	Summer trousers	1	54,0	52,4
10042	Light knitwear	1	48,5	47,0
10043	Men shirts	1	51,2	49,8
10044	Mid season jackets	1	62,0	60,3
10045	Women dresses	1	44,8	43,5
10046	Cotton t-shirts	1	39,6	38,4
10047	Winter coats	1	68,4	66,9
10048	Mixed accessories	1	36,2	35,1
10049	Denim trousers	1	57,5	56,0
10050	Sport sweatshirts	1	50,8	49,2
10051	Children clothing	1	41,3	40,0
... 39 more bales				
TOTAL		50	2.548,0	2.476,5

SUMMARY BY CATEGORY

Light knitwear	11 bales	548,2 kg
Men shirts	9 bales	462,7 kg
Summer trousers	8 bales	418,0 kg
Other categories	22 bales	1.047,6 kg

Document issued by the warehouse management system

Sheet for the foreign customer: labels in English and summary by category.

stock-by-category.xlsx

A	B	C	D	E
CATEGORY	DEPARTMENT	PARCELS	KG	DAYS
Light knitwear	Wholesale	412	21.840	28
Men's shirts	Wholesale	288	15.120	46
Summer trousers	Wholesale	241	13.655	61
Women's dress	Retail	196	9.408	37
Winter outerwear	Wholesale	174	11.310	152
... altre 47 righe				
TOTALE		2.914	148.320	

Columns already sized - numbers in numeric format - headings in the language set

The same list as a spreadsheet: it opens, sorts and filters.

26

stampe con la stessa impaginazione

5

lingue: italiano, inglese, francese, spagnolo, ungherese

PDF

anteprima, salvataggio e invio per posta

API

scambio dati con il gestionale in uso

The accounting module does not shut the door on others

The Zucchetti integration is ready and in use; where there is a different system with its own API, the link is built on the same foundation.

OPEN

Who comes in **and** who is inside right now

Visitors, suppliers, hauliers and maintenance staff: they register at the desk, read and sign on the tablet, and leave by typing a number. At any moment you know how many people are on site — the first thing asked for in an evacuation — and the proof remains that each of them received the privacy notice and the safety rules.

Gatehouse desk
 Wednesday 19 August · 09:41

New person
 On site now
 Expected today · 6

WHO IS AT THE DESK

Marilena Riccio
 Tessil Bruna Ltd · supplier · badge T0142
 CHOICE

Paolo Ricciardi
 Manutenzioni Nord · maintenance
 CHOICE

DOCUMENTS TO SIGN

- Privacy notice valid · signed 03/2026
- Safety rulebook expires in 18 days
- Fire safety rules new version

Send to the tablet
 Record entry

PEOPLE ON SITE

NOME	HOST	ZONA	DA
Marilena Riccio	Warehouse	Yard	21'
Gianni Lo Presti	Purchasing office	Office block	48'
Aurelio Sanna	Maintenance	Dept. 2	3h 10'
Nadia Ferraro	Management	Office block	55'
Ilario Bellomo	Weighbridge	Yard	12'

another nine people...

VISIT NUMBER HANDED OVER
014 to type on the tablet to record the exit

EVACUATION LIST
 one sheet, always up to date, to take to the assembly point

DESK · GATEHOUSE

The traffic light says at a glance what is missing: green signed and valid, amber expiring, red to be redone. Whoever is in order signs nothing again, and that is why a regular supplier signs once a year instead of at every visit.

THE TABLET

Read, sign, exit recorded

A keypad, the document full screen and the glass to sign on: signing unlocks only after the document has been scrolled to the end — the difference between "it was shown to them" and "they read it" is what holds up if someone objects one day.

No login

No camera

It resets by itself

THE BADGE

Frequent visitors enter alone

Handing over the badge is what makes a person independent: from then on they come and go by typing their code, and the gatehouse gave its consent once and for all. If lost, it is blocked and that person goes back through the desk.

Printed in the office

Reusable

Blocked with one tap

Signatures expire by themselves, documents update by themselves

Publishing a new rulebook version, one decides whether it requires a new signature: change the rules and everyone signs again, fix a typo and nobody is disturbed. Of every signature date, time and fingerprint remain.

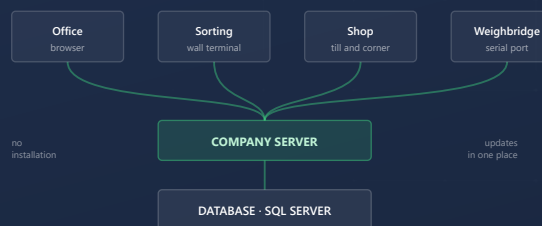
PROOF OVER TIME

A program **that just opens**

Nothing is installed on the workstations: the program sits on the company server and opens in the browser, on the office computer as on the shop-floor terminal. Updates are made in one place only and apply to everyone from the minute after.

SETUP

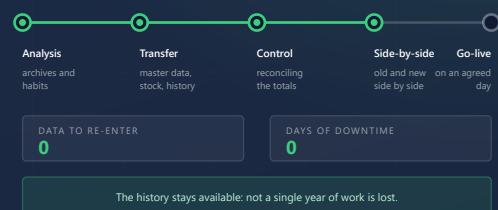
One server, many workstations



Blazor on .NET 9 and SQL Server: current technology, maintained, with no components to install machine by machine.

SWITCH

From the old archive to the new



The switch happens with the warehouse open: the data is transferred and reconciled first, and the change takes place on an agreed day.

LANGUAGES

The same screen, five times

Italiano	Wholesale warehouse	in use
English	Wholesale warehouse	
Français	Entrepôt de gros	
Español	Almacén mayorista	
Magyar	Nagykereskedelmi raktár	

The language is chosen once and stays: every menu item, every message and every print label goes through the same dictionaries.

WHAT YOU NEED

Requirements, no surprises

• Server	Windows Server, virtual machine too
• Database	SQL Server, Express edition included
• Workstations	an up-to-date browser, nothing else
• Department	local network, existing readers and printers
off-site access	provided, governed by permissions

No exotic component to obtain: what the company already has runs the program with nothing to replace.

- **Everyone sees their own** — permissions are given by chapter: those in the department open selection, those in the office open price lists and statistics.
- **Scanners and printers** — barcodes, label printers and scales work with those already in use, without replacing what exists.

- **Five languages** — Italian, English, French, Spanish and Hungarian; the language belongs to the user, and documents follow the recipient's rule.
- **The data stays in the company** — database on the company server, scheduled backups, access only from authorised workstations.

SI.SCO. What has changed? Everything. Even the name.

Same steps and documents, with new languages, printouts, map, archive and artificial intelligence.

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