

## Solve to win!

Can you afford not to have good systems?

Do2c adds sales value to your business by identifying the fix needed, to increase your margin.

### Easy to follow outcomes for

- sales margin fences
- procurement fences
- finance efficiency
- distribution boundaries
- IT fences
- HR disputes
- safety fences
- plan designs

have the answers to hand.

Prepare, plan and achieve!

## Do2c's Laws of Tagging

In 2014, Debra Rose presented her simplified solution in the Innovation Patent "Do2c" detailing how to straighten the entanglement of process and documents acting in a discord event...



#### First Container of DO2C

container "inhouse business". Put all your documents and references that fall foul of religion or your local club/community rules and expectations if they apply.



#### **Second Container of Do2c**

Also known as the second rule element container "human management". Put your documents and references and reasonings that support your HR view. Be specific.



#### Third Container of Do2c

Also known as the 'third rule element container "accounting\* and audit rules". List all the government and regulation laws this issue would invoke.

\*Accounting: the legal principles and procedures of this system. Not just financials.



#### The Do2c Book

Focus! Tag each process or document into the rule element container that it belongs in. The more weight you have invoked in each container shows you the issue imbalance. Balance it up.

Maybe you need to consider more human management, or reduce the external influences if you can.



#### **Did You** Know?

Creating balance answers many viewpoints.

Your salesman is giving away too much margin. It is denied.



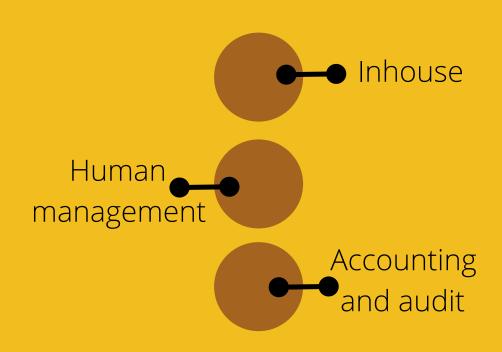


### Identify the pressure points.

- a) No sale is to be less than 2% margin
  Sale procedure 19.5 Sales manual for new starter v5
- b) Stealing by clerks, servants, agents, Directors
  Sect 391 Criminal Code Queensland, Australia
- c) Breach of company procedures Item 6.7 HR Manual v 2
- d) Stealing as a servant CRIMINAL CODE 1899 SECT 398 Punishment of stealing
- e) Manager approval is required for less than 5% Inventory procedure 17.3 Procurement buy in manual v2
- f) Theft of stock procedures
  - 3.1 Finance Manual v12
- g) Achieve 15% then bundling is permitted
  Sale procedure 32.4 Sales manual for new starter v5



### Place them into the Do2c bin



Inhouse	Huma manager	
А	F	E
С	G	В
D		

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#### **Rule Element 1: Inhouse Business**

- 1. No sale is to be less than 2% margin a. Sale procedure 19.5 Sales manual for new starter v5
- 2. Manager approval is required for less than 5% a. Inventory procedure 17.3 Procurement buy in manual v2
- 3. Bundling is permitted provided 15% minimum is achieved a. Sale procedure 32.4 Sales manual for new starter v5

#### **Rule Element 2: Human Management**

- 1. Breach of company procedures 6.7 HR Manual v 2
- 2. Theft of stock procedures 3.1 Finance Manual v12

#### **Rule Element 3: Accounting & Audit**

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As you assemble each of these key items that you have matched to the issue in order to support your view.

Stand back, and look at the volume in each rule element container. Which one has the most? Is one skinny? What is the true driver?

What has caused you to think the salesman has stolen by giving away too much margin. Or are your In-house Business procedures open to collusion and theft misinterpretation.

Also, review the volume of updates and section numbers. Would your employee have read them all?



Your automated answers are frustrating clients. It is denied.



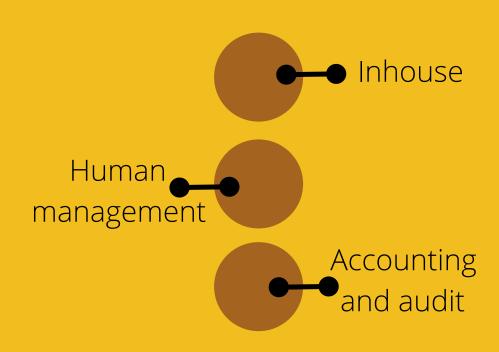


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What has caused you to think the programmer is deliberately upseting your sales. Or is the client not receiving the correct mathematics or product? In-house Business procedures open to collusion and theft misinterpretation.

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Your newly designed system controls are bypassed by staff. It is denied.



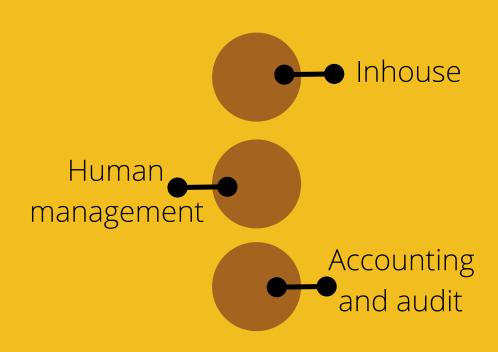


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Your inventory rise and fall is out of synch. It is denied.



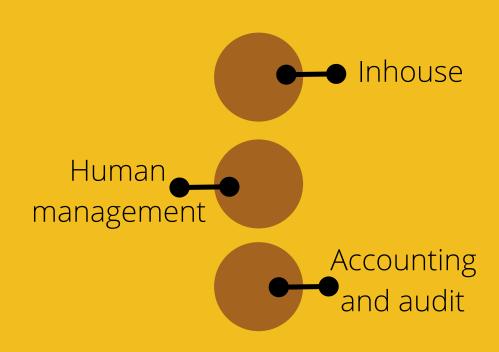


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- a) No sale is to be less than 2% margin
- b) Stealing by clerks, servants, agents, Directors Sect 391 Criminal Code Queensland, Australia
- c) Stock write offs require State Manager approval
- d) Stock write-ons at stocktake require State Manager approval
- e) Stealing as a servant
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What has caused you to match inventory stock levels? Or are your In-house Business procedures open to collusion and theft misinterpretation.

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Your supplier is withholding stock. They have been paid.



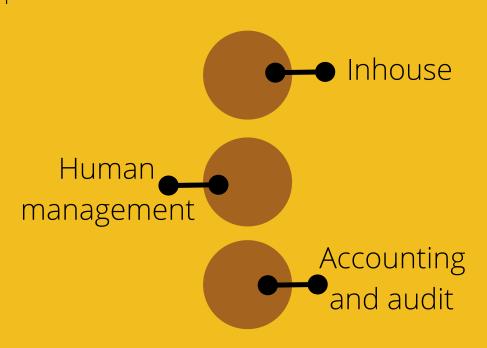
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What has caused you to think the payable clerk has paid the supplier? Is the approval email system tight? Are Business procedures open to collusion and misinterpretation.

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Your supplier review shows unfamiliar suppliers. They have been paid.



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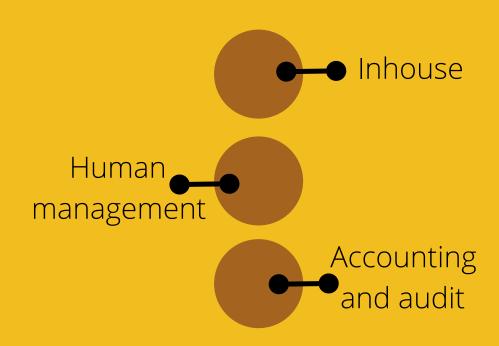
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