

### **Expert Assistant: Taming the ERP**

AVMAN has been designed to operate within the FBO, and its components have been tailored to the types of personnel expected to be operating the system. AVMAN's Reservation Calendar and CSR Desk functions have been designed to fit into the daily workflow of an FBO Customer Service Representative. AVMAN is easy to use and intuitive. CSR's and ramp personnel will not need to spend an inordinate amount of time learning how to use AVMAN. Even AVMAN's accounting system, has been designed to allow the power of a management accounting system to be utilized by typical accounting clerks.

Most small companies cannot justify the overhead costs required to collect this type of management accounting information within their organization. Although accounting systems capable of providing this type of management information are expensive to acquire, the real cost inherent to these systems is the cost of manpower they require. System specific training is needed and staff with specialized accounting knowledge is required. All this adds up to more than most small companies can afford.

To solve this problem, we created EA. EA is an expert in cost accounting and also knows quite a bit about aviation. EA steps in to help data entry personnel perform the complex cost accounting allocations and transactions when required. EA prepares management accounting entries using its knowledgebase of fundamental cost accounting principles and the knowledgebase of the business specifically configured to your FBO (created during the AVMAN Suite configuration step). Utilizing both of these knowledgebases; EA guides the user so that the information needed is obtained when it is needed. EA knows the difference between direct and indirect costs and also about control accounts, so it is very good at deciding where and how to allocate costs into subsidiary cost ledgers, and how to assemble like costs into control accounts in the general ledger.

Comptroller overcomes these constraints through the utilization of EA its Expert Assistant. EA runs behind scenes to watch what the user is entering and asks for additional information when it needs that information to extend the data collection to the management layer. EA becomes the company's "specialized staff". EA allows companies to utilize typical accounting clerks to collect management and cost accounting data when inventory is issued, accounts payable are recorded, orders are taken, invoices are issued as well as many other typical accounting tasks.

One area where EA plays a very significant role is in Comptroller's Overhead Management component. The functionality provided in this component provides enhanced overhead management and application capabilities. EA completely automates the application of overhead to both ensure complete allocation of costs to all cost objectives and simplifies the task by providing a "wizard" approach to the establishment of the allocation methodology. AVMAN allows the user to define its cost structure in AVMAN's knowledgebase. The knowledgebase is comprised of two parts: the EA knowledgebase, and the organization or company knowledgebase. Once defined in the Knowledgebase, overhead costs can be allocated utilizing one of the predefined allocation methodologies that properly reflects the absorption of those costs by each product or service provided by the company.

With EA, both your aviation ERP system and your management accounting system will be providing efficient, effective control and insight into your FBOs business operations.