

What's missing in your current software?

A Comparative Analysis for IT Resellers and ITADs

IT Reseller, ITAD – Inventory Management

IT reseller serialized inventory. Not just serialized but “individualized”. 100% control over each serialized item for recording notes, condition code (new, nob, ref), location, 20 attributes, purchase rep ID, and actual cost instead of average cost for rep net profit margin based commission reporting. Option to average cost specific items if desired.

Telecordia HECL and CLEI inventory search and cross reference to manufacture item for telecom resellers. Associate the CLEI number for each inventory item as they arrive. Scan the product HECL barcode and the correct CLEI number will populate in the inventory list for that serialized item instantly.

Condition code field. Item query shows quantities segregated by condition code. Quotes, sales, invoices and inventory exports show condition. Warehouse will know the condition each asset should arrive in the receive screen. If a NEW product comes in NOB, that can be noted and a report can be emailed back to the supplier for settlement purposes.

De-manufacture; sell and buy commodities by weight. See the total weight available of any commodity material. Drill down into inventory and see what weight was received from who or was derived from who through de-manufacturing. Report the commodity weight sold back to any individual pickup or consignor for revenue share reporting.

20 Attribute fields for each inventory item. i.e. Laptop has 1.2 Ghz, 512MB, DVD Optical, 3 USB, 14” Screen, XP PRO. Search and sell by attributes across all item numbers and manufactures. Once found, price and allocate hundreds of individual items to a sale in seconds or export to your ecommerce engines. Great for consignment or end of life asset management reporting to consignee/customer.

Blanco integration allows quick, high value remarketing of assets. IQ reseller pulls from the Blanco database up to 20 of the most critical attributes for maximizing asset remarketed value. Eliminates manual data entry to create the selling listing for each asset in online auction sites like eBay. IQ reseller’s detailed attribute inventory can be linked to Ecommerce stores to provide buyers the ability to search and purchase IT assets not simply by category or manufacturer, but also by attributes such as processor type and speed, memory type and speed, disk capacity, screen size, video card type, operating system or any other attribute of interest to potential buyers.

Suggested selling price unique to each item. The attributes of each serialized notebook affect the value of that item. Price each item uniquely. Not just by model or product number.

Create an internal cost for each item. If asset is in at zero cost; increase the cost using “stated cost” for net margin commission purposes the company cost is zero but the rep cost is increased on his report.

Part removal with proper accounting. Remove part from asset with audit trail in 10 seconds. Moves cost from “parent” asset to removed “child” asset. Eg. \$1000 Cisco Chassis power supply is removed, transfer \$200 to power supply. The rep net profit commission report shows the \$200 cost of goods sold.

Generic solutions—comparison results based on all products delivered “out of the box” with no additional costly programming

	entry level	SMB	mid-market	high-end							
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO

Software Solutions: IQ reseller IT Reseller ERP, QuickBooks, Peachtree, BusinessWorks, QuickBooks Enterprise, Sage MAS 90,200, Sage MAS 500, Accpac, Solomon, MS Dynamics NAV (Navision), MS Dynamics GP (Great Plains)

Part add with proper accounting. Add parts into other assets that have missing or bad items with a split second scan of either the IQ inventory label, manufacturer serial number, or an item number barcode. The cost of the asset is increased by the value of the part while the part is relieved from inventory. Using IQ reseller Maxlist the added items and their subs will automatically be removed from the listings of BrokerBin, Powersource, and Telecom finders in 30 seconds.

Associated part number recording. Great for SUN and IBM parts when a manufacturer uses an OEM to supply their parts. For example a SUN disk drive supplied from Seagate will have both the SUN part number and the Seagate part number. Each serialized item can be recorded with both part numbers if desired. You now have the ability to search and find only those drives with both part numbers.

Substitutes in one click. HP has "spares" part numbers, IBM has "FRUs", SUN has X-option numbers that equal 7 digit part numbers. Query one item and see the full range of parts you can supply with cost, quantity, condition code. Click the check BrokerBin button for offers on the full range of items from other resellers without any additional entry.

One way substitutes for upgrades. When a higher level substitute can be used in place of a "lower level substitute but not vice versa the "one way" option lets you know you can ship this "up level" revision board in place of a "lower revision level part".

Auto cross populate subs. Intelligent logic automatically cross populates subs to all the other subs in that group. Some systems let you associate a sub to a part number but if you have more than one sub you must re-enter that association in each of the other part numbers you associated with it.

Notes for each item. Eg. Cracked face plate, dented, noisy; or store test results in text form with each item no need to walk back or call the warehouse to inspect items.

Flexible Bill of Materials (BOM) part templates. Flexible BOM templates let you add or subtract parts and features on-the-fly during breakdown and buildup.

Breakdown automation based on parts templates. Quickly break a machine or assembly into parts and have a pre-set percentage cost distribution from the parent item to the parts. Amounts distributed can be changed on-the-fly during the breakdown to correspond with market values. Using IQ reseller Maxlist removed items and their subs will automatically list on BrokerBin, Powersource, and Telecom finders.

Where used tab. Displays what machines contain requested part and how many you have.

Character string search. Find any item without knowing complete item number by entering a keyword description or portion of the part number.

YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	YES	NO	YES	YES	YES	YES	YES
YES	NO	NO	NO	NO	NO	YES	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	YES	YES	NO	NO	YES	NO

IT Asset Recovery and Recycling

Asset recovery and consignment pickup workorder. Generate a pickup request with time, location, description of goods, confirmation number with receipt for the customer.

Flexible asset recovery receiving methods proven in the field with speed and detail. If you like unique asset tags, IQ reseller prints them for you. More intelligent than a "sequential numbered spool" of asset tags, the IQ asset tags associate a wide range of data to the tag; such as pickup ID number, lot number, receive date, manufacturers item number (sku), serial, model, product type or category, location, warehouse, condition, originating consignor asset ID number, and 20 attributes such as RAM, HDD, processor. Or if your product has a manufacture serialized barcode; use that barcode and skip the IQ asset tag. IQ reseller will associate the same data to the serialized item.

Billing for assets audited received and processed. Each recovery customer will have their own terms and conditions agreement for asset categories processed. The IQ reseller custom report module allows you to save each customers data reporting requirements and format in a template. Charges for auditing each asset and or data wiping and disposal can be coded in the category for each asset and each customer. Bill one customer \$25 for CRT disposal and \$40 to another.

Instant visibility of items for remarketing purposes. When goods are audited and received they are immediately visible to all sales reps in IQ reseller for remarketing purposes. In addition if using IQ reseller Maxlist, items will automatically list on BrokerBin, Powersource, and Telecom finders 30 seconds after receiving! Inventory exports can be used to create listings on ebay, ChannelAdvisor, Infopia or any other ecommerce engine including automated population in your webstore.

YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO

Fair market value reporting option. The assets audited and received report can optionally show the fair market potential.

Consignment inventory revenue share reporting. Report to your customer what asset sold when and when the revenue was collected. Report can be customized by you to meet any customer’s format.

Customer Portal. IQ reseller customer portal allows your customer to log in and view consigned asset status. Includes date received, serial, date sold, sold amount and when sold revenue was collected with full reporting.

Contract end date. Each consignor inventory lot received may have a unique contract end date. This end date might signal the date that the contract ends and the goods are returned to the consignor or a change in the remarketing or disposal strategy.

YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO

Reseller Sales and Purchasing

Item query displays key selling information. Quantities and average cost sorted by condition code NEW, REF, NOB etc. and whether in-transit, received. See items already reserved for sales that could be diverted and resold at a higher price to meet a delivery deadline.

Two click buy sell history. Sortable by customer, vendor, date, price and condition NEW,REF,NOB. See price movements up and down on sourcing and selling.

Search and sell inventory by reportable attribute fields. Eg. How many notebooks do I have with 14” screen, 80GB+ HDD, 1 GB RAM, 2+ USB, DVD, XP PRO. Finds items from all manufacturers and item numbers.

BrokerBin search integration. Selection finds global Inventory of over 10,000 member resellers on the queried item and sub items without re-entry.

BrokerBin and PowerSource Online updates “live” in real time. IQ reseller Maxlist expands your inventory to include subs for the items you own by condition code. Has controls for pricing and maximum quantity limiter as well. See Maxlist product on website for full details.

Reserve specific inventory items. By serial number, attribute, condition, cost, purchase rep, and or fifo to prevent double sale anytime at purchase or later.

Speed pricing tool. Import Excel sheet of requested items; Excel output report shows availability of stock and substitute quantities by condition code and the average cost, with shortfall. View the last selling price to that customer and the average selling price wholesale versus retail.

Market Intelligence. In 15 seconds enter a sales quote or a purchase offer from a vendor. Or connect the two together; a Quote to sell with the vendor supply offer. Centralizes data for companies with multiple wholesale reps and “retail” reps that are quoting buy/sell activity all day long. Eliminates islands of market data in each reps head allowing others to see what is available and what the optimum current sale and supply details without time wasting duplicate inquiries.

Warranty by line. Attach warranty to each line on a Purchase, Sale, Quote or Invoice. Sell one line with 30 day warranty another, as is. Create clear vendor or customer expectations of what should be in the transaction.

Internal comments and customer facing comments by line. Communicate to your staff and customer what needs to be done and what to expect. Comments may be stored in a drop down menu for selection.

Totals only invoice option. Choose option to keep your Customer/Prospect guessing about individual line item pricing on a transaction. It is more difficult for them to shop your quote around piece by piece increasing margin. Pricing each line on a sale preserves your internal sales history value of each item.

Totals only option on purchase order. Hide line item pricing to vendor no need to educate your supplier on what each item is worth on a purchase. Minimize suppliers “cherry picking” and shopping around key valued items. Makes for perfect buy sell history since every inventory line will have its true cost.

YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	YES	YES
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO

The #1 shipping integration for IT resellers. Schedule shipment with FedEx, UPS, USPS at order entry in 4 seconds. Eliminates re-entry of information and mistakes from prior shipment dropdown menus in WorldShip and PowerShip where busy warehouse personnel can easily select a drop down address to San Diego when it should have gone to San Jose; or selecting 2 Day instead of Next morning delivery. All orders and scheduled shipment details are displayed in the sale and sent to a central Shipping Log. Customer is emailed his shipment confirmation and tracking details are posted on invoice.

Blind and double blind ship. Execute labor intensive "Blind Shipments" in a snap. Eliminates warehouse mistakes since waybill is preformatted with the proper Blind, Ship from and to company name and address. IQ reseller prints blind and "double blind" packing lists as well.

Drop Ship purchase packet. Eliminate vendor mistakes, purchase packet email includes FedEx, UPS, DHL, USPS waybill, blind or double blind packing list and purchase order. Create from a Sale in 15 seconds when you do not have the item in stock. Customer is emailed tracking immediately.

Service and maintenance contract renewal reminder. IQ reseller Notify alerts you to service agreements and their expiration dates before they expire so you can earn easy renewal revenue. Great for Cisco SmartNet, HP Care Packs or your own service agreements.

Company credit card purchase order manager. Eliminate time and hassle finding out which of multiple company credit cards has available funds to use for a purchase. Selector lets you know immediately and displays card info on Purchase Order. Saves hours on credit card reconciliation.

YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	YES	YES	
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	

Reseller Accounting Features "out of the box"

Financial accountability for each rep. General ledger driven transaction accounting allows you to report the net profit each rep contributed to each transaction. Accounts for actual product cost (average cost if desired), splits with other reps, bank wire fees, tech charges, freight and other expenses and inventory writedowns to market value. Choose to display transactions on commission/profit report when order is shipped or only after accounts receivable on order is collected to eliminate risk.

Split transaction profit between reps. Split profit as finite as each inventory line item that is bought and sold on a transaction. This method allows management to know who is really adding "net profit" to the transaction with a low cost purchase or a high sale price. The net profit from the split flows through the financials to the rep net profit commission reports. If a stock item is overvalued the purchase rep can take a loss on the product so the sales rep may have profit on a sale in a declining market.

Freight markup automation. IQ resellerShip allows you to set a percentage markup on each shipment executed on your account. It will add markup to your contract rate or the list rate and add the line to the invoice. If shipment is billed on the customers or third party account it will not add freight line. Invoices can be reviewed, adjusted if necessary printed or e-mailed. Time is saved and embarrassing incorrect customer invoices are minimized.

Inventory writedown capability. Make reps accountable for "bad" buys, "cherry picking" or overvalued inventory due to market conditions. The write down amounts if desired, can be posted directly to the inventory adjustment account of the rep responsible for purchasing the slow moving inventory. Upon execution of the write-down, the rep will see an entry on their profit margin commission report showing the loss, lowering commissionable margin.

Credit hold based on amount and or aging AR limit. Can be set as a hard limit, or a soft warning. Suspend option blocks sale for any reason.

Powerful report writer. Use the standard reports or easily create your own to extract any data you want over any time period. We will even create them for you if your out of time.

RMA function. Documents returns for credit, and repair; return for replacement auto-creates a Sales order to allocate inventory and schedule for shipment. Closed RMAs create AR credit invoice with a comment tying it to the RMA number and original Sales order. RMA workflow maintains organization in the warehouse and communication with front office accounting by clearly showing what items are received, processed and waiting for credit to be applied.

YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	
YES	NO	NO	NO	NO	NO	NO	YES	YES	YES	YES	
YES	NO	NO	NO	NO	NO	YES	YES	YES	YES	YES	
YES	NO	NO	NO	NO	NO	YES	NO	YES	YES	YES	

Create AP invoice from AR credit invoice. To issue refund check other accounting systems require you to create an AP payable, hand entering comments in the payable

User access and security controlled at the specific activity level. 340 points of individual user controlled access with program level, group and individual profiles. Users see just what you want them to see for their role.

Auto invoice creation. Upon processing shipment invoice can be created and include freight cost and markup. Invoice also shows tracking and service type. Great for high volume shippers.

Complete IT reseller invoices. Invoice displays shipping vendor, service type and tracking, serial, condition code, warranty, line item comments, and transaction comments without cut and paste.

Company credit card manager. Eliminate reps pinging you for which cards have available funds. Selector In Purchase Order lets rep know what card is available and displays card info on Purchase Order. Saves you hours on credit card reconciliation.

Early invoice. Great for international sales where you want to receive payment via wire before you ship. The Early (proforma) Invoice can be generated immediately after sale is created before product ships and e-mailed to customer.

Apply cash receipts to open sales. Other accounting systems force you to create an invoice to apply receipts causing problems when you have not shipped the product.

Assign freight cost distributions to individual sales and purchases through AP invoice. Freight will appear as expense of the transaction and as a deduction from the gross margin for rep commission reporting.

YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	YES	YES	YES	NO	NO	NO
YES	NO	NO	NO	NO	NO	YES	NO	NO	YES	YES	YES

Reseller Technical/Warehouse

IT reseller designed barcode functionality that works! Elegant easy to use functionality integrated throughout all phases of the workflow. No large investment in technology or training. 30 minutes of training to learn how to receive, allocate, and ship inventory.

Fastest Barcode serial number recording. Record 60 serial numbers in sixty seconds on 60 individual items with 100% accuracy. Items are presented in a list form, scan records serial number and drives cursor down the list to the next item. No clicks! Other serialized systems require 2 – 4 clicks to record a serial number for each item. Low value parts are now worth serializing with this kind of speed.

Barcode Scan allocate any item or substitute item to sale. Logic knows what subs are eligible for a sale allowing seamless allocating of substitute to sale for shipment. Check outgoing product label feature for substitutes as well.

Barcode Scan serialized shipping validation. If salesperson has specified a specific item or serial number, barcode scan at shipping point will validate staff has selected the correct item from stock. Prevents shipping the wrong item or the wrong quantity since each item is validated uniquely. Great for larger companies where one person picks and another packs.

FedEx, UPS, USPS online integration with IQ resellerShip. Eliminates mistakes in the warehouse airbill generation since all address and shipment details are set at the point of sale.

Shipping Log. Never forget an order again. Know immediately when Sales orders and shipments are entered or updated with a higher priority service. Log shows what items need to go out when with up to the minute revisions. Print a pick list and use IQ resellerShip integration to ship via FedEx, UPS, USPS.

Eliminate shipment re-entry information and mistakes. IQ reseller Ship formats all waybills with FedEx, UPS, and USPS based on parameters entered in the sales order. Only weight and box dimensions are entered by the warehouse. Prior shipment dropdown menus in WorldShip and PowerShip create mistakes where busy warehouse personnel can easily select a drop down address to San Diego when it should have gone to San Jose, or enter costly incorrect service types such as 2 day when it should be Overnight AM. Time saved is about 3-10 minutes per airbill.

YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	YES	NO	NO	YES	YES	YES
YES \$240 add-on	\$240 add-on	\$1125 add-on	\$1555 add-on	\$1555 add-on	\$4700 add-on	\$4700 add-on	\$4700 add-on	\$4700 add-on	\$5000 add-on	\$3485 add-on	\$3485 add-on
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES \$240 add-on	\$1125 add-on	\$1555 add-on	\$1555 add-on	\$1555 add-on	\$4700 add-on	\$4700 add-on	\$4700 add-on	\$4700 add-on	\$5000 add-on	\$3485 add-on	\$3485 add-on

Preformatted “Blind” shipments. Execute labor intensive Blind and “Double blind” shipments” in a snap with third party account numbers. Warehouse cannot make a mistake since preformatted Blind shipment data flows to the waybill. No need to wait for a customer supplied packing list, IQ reseller Ship creates Blind and Double blind generic packing lists too.

Tracking number auto-notification three ways. Sales order and invoice are both updated with all shipment details. Customer is email notified automatically as well.

Outgoing product/box label when shipping substitute items. Print professional box labels for each item with Customer P.O., item number ordered, description and serial number or model number. Use to create professional shipments similar to an OEM look. Perfect to use when shipping substitute product; label will print in the part number customer ordered but use the serial number of substitute part shipped. Print 2 and place on Exterior Box and interior bag to correctly identify as the part number customer ordered. Can print any size label.

Search inventory by manufacturer serial number and intuitive internal serial number. Items automatically get a unique internal serial number that equals the Purchase Order and line item. Perfect for printer parts or other parts where there is no manufacturer serial number to record and you still want to track part for warranty returns. Barcode asset label may be printed and left on the each part for inventory audit and warranty tracking purposes.

Record serial numbers before, during or after receiving. In many systems that are serialized it may take three or four clicks to attach each serial number to a particular product. After receiving many lock you out or make it even harder. IQ reseller’s list screens allow you to scan in serial numbers rapid fire scans at anytime. Even after invoicing.

Unlimited warehouses and locations for individual items. Create virtual warehouses for consignment inventory with specific locations within your warehouse. Each inventory item number may be stored in multiple locations and warehouses. Relocating groups of parts is a simple three click process.

Scan cycle count inventory. Go to a location and scan an item, the inventory audit date column is updated with an audit date. Allows you to cycle counts without closing down operations

Receiving flexibility for extra and short items. Purchases don’t always come in as ordered. Easily add line items to the purchase, record serial numbers, print barcode asset tags and locate. Sales or accounting can move amounts around to better distribute values on the purchase. If items are short, purchase remains open until received or removed.

Ecommerce and CRM Integrations

Easy integration points with your existing eStore. Connect your inventory and item database to your online presence. IQ reseller Maxlist technology can be used to expand your listings to include substitutes for the parts you own. Using our API, orders from your eStore flow into your IQ reseller enterprise system without re-entry for inventory allocation and shipment.

Integration with Channel Advisor. ChannelAdvisor helps the world sell online with solutions for retailers to efficiently distribute their products across multiple online channels, drive shoppers to those products, and then convert those shoppers into customers. www.ChannelAdvisor.com

CNET ChannelOnline ecommerce integration. IQ reseller is fully integrated with CNET ChannelOnline, the sales force automation tool and E-Commerce store for IT resellers offering over 700,000 consumer electronics products new from distribution.

Magento ecommerce/Ebay integration. IQ reseller inventory updates Magento in real time. Choose individual items to auction on Ebay, Amazon or to display in your web stores. Sold item orders flow into the IQ reseller ERP for fulfillment and accounting. Available Q42011

ACT! CRM integration. Complete integration with the worlds most popular CRM software. Synchronized Customer and Vendor Transactions with ACT! Eliminate re-entry of contacts and organizations. Opportunity is created when an IQ reseller quote is created.

X12 EDI framework to support customer automated purchase transactions and shipping notifications. Significant experience in proprietary electronic commerce if your customer wants to issue orders electronically we can accommodate any method or request.

YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	YES	YES	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	YES	NO	NO
YES	NO	NO	NO	NO	YES	YES	YES	YES	YES	YES	YES
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO

YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO	NO
YES	NO	YES	NO	YES	YES	YES	YES	YES	YES	YES	YES \$300 user add-on
YES	NO	NO	NO	NO	NO	NO	NO	YES	YES	YES	YES