



IND-EXPO CERTIFICATION LIMITED
 INTEGRATED MANAGEMENT SYSTEMS CERTIFICATION SCHEME
 NON-CONFORMITY REPORT

Name of Organization: *Hyperjet Technologies Pvt Ltd*

NC No. : *03 of 05*

Section : *Management*

Team Leader : *D. N. S. Kesappanullage*

Relevant Standard : *ISO 9001 - 2015* Auditor :

Relevant Clause : *6.22*

Date of audit : *14.11.2018*

Relevant company document : *Quality Objectives*

Non-conformity detected:

Category : Major/Minor

although the quality objectives have been established there are no plans to achieve objectives

.....
Auditor

[Signature]
Team Leader

.....
Auditee

Correction:

plan will be made with due dates and responsibilities.

[Signature]
Auditee

20/12/2018
Date

Root cause for Non-conformity:

Lack of Awareness and knowledge to prepare a plan.

[Signature]
Auditee

20/12/2018
Date

Corrective action:

Date of completion:

plan will be made with due dates
And Responsibilities to Achieve
Quality Objectives with monitoring
Parameters.



20/12/18

Auditee

Date

Verification of corrective action:

NC Closed/~~Open~~

Satisfied



2018.12.30

Auditor

Date

Effectiveness of corrective action:

Corrective Action implementation is
Satisfied.



2019/1/18

Auditor

Date

Sales Objective - Hyperjet

1. Collecting of outstanding payments by 50% of overdue within three months before 2019 March

<i>Actions / steps / process</i>	<i>Responsible person</i>	<i>Due date</i>
overdue list down with client names	Accountant	15th Jan 2019
Analyse the credit period we gave to them	Accountant	15th Jan 2019
how we going to collect payment and after how many days of sale	Accountant	15th Jan 2019
which amount first we collect from them as a policy	Sales engineer / accountant	30th Jan
time plan to collect payments after- sales day	Sales engineer / accountant	30th Jan
collect 20% of over due	Sales engineer	15thFeb 2019
inform to collect other remain amount	Sales engineer	20th Feb
collect 20% of remain over due	Sales engineer	25th Feb
collect 20% of remain over due	Sales engineer	before 28th Feb

2. Achieving 90% of fiber products purchasing by existing customer base within 06 months - before 2019 May

<i>Actions / steps / process</i>	<i>Responsible person</i>	<i>Due date</i>
all fiber products list down	sales engineer / engineer project	15th Jan 2019
existing client base and what are the fiber products that they by	sales engineer / engineer project	15th Jan 2019
how we can introduce new fiber products to them	sales engineer / engineer project	18th Jan 2019
what is the impact and sales rate of our fiber products	sales engineer / engineer project	30th Jan 2019
how we convince them to purchase fiber products newly	sales engineer / engineer project	15th Jan 2019
free demo of the new products to the clients	sales engineer / engineer project	15th Feb 2019
Making them to buy the 1st set of fiber products	sales engineer / engineer project	20th March 2019

The first part of the document discusses the importance of maintaining accurate records of all transactions. It emphasizes that every entry should be supported by a valid receipt or invoice. This ensures that the financial statements are reliable and can be audited without issue.

In the second section, the author details the process of reconciling bank statements with the company's ledger. This involves comparing the opening and closing balances, as well as all transactions recorded during the period. Any discrepancies should be investigated immediately to identify errors or unauthorized transactions.

The third part of the document covers the preparation of the monthly financial statements. This includes the Profit and Loss account, the Balance Sheet, and the Cash Flow Statement. Each statement provides a different perspective on the company's financial performance and position.

Finally, the document concludes with a summary of the key findings and recommendations. It suggests that regular reviews of the financial data can help identify trends and areas for improvement. It also recommends that the company should consider implementing more robust internal controls to prevent future errors.

Financial Statement Analysis - Q3 2010

Item	Q3 2010	Q2 2010	Q1 2010	YTD 2010
Revenue	120,000	115,000	110,000	345,000
Cost of Sales	75,000	72,000	68,000	215,000
Gross Profit	45,000	43,000	42,000	130,000
Operating Expenses	30,000	28,000	27,000	85,000
Operating Profit	15,000	15,000	15,000	45,000
Other Income	2,000	1,500	1,000	4,500
Other Expenses	(1,000)	(1,000)	(1,000)	(3,000)
Net Profit	16,000	15,500	15,000	46,500
Assets	200,000	195,000	190,000	585,000
Liabilities	80,000	78,000	75,000	233,000
Equity	120,000	117,000	115,000	352,000

Tendering - Hyperjet

1. Maintain 50% of tender hit rate within year - 2019 year

<i>Actions / steps / process</i>	<i>Responsible person</i>	<i>Due date</i>
Register as a supplier	Project engineer / engineer innovation	already Done
Searching for tender publications	Project engineer / engineer innovation	Depend on the tender publication period
Analyse the tender with our business scope	Project engineer / engineer innovation	Depend on the tender publication period
Visit them and collect the tender documents	Project engineer / engineer innovation	Depend on the tender publication period
consider the possible competitors	Project engineer / engineer innovation	Depend on the tender publication period
Mainly Focus on the price factors	sales engineer	Depend on the tender publication period
Select product that best matches the specifications among the selected ma	Project engineer / engineer innovation	Depend on the tender publication period
Prepare the comprehensive tender proposal	Project engineer / engineer innovation	Depend on the tender publication period
Providing samples along with proposal	Project engineer / engineer innovation	Depend on the tender publication period
participating the tender opening	Project engineer / engineer innovation	Depend on the tender publication period
follow up the sampling test / field test	Project engineer / engineer innovation	Depend on the tender publication period
followup the evaluation Time to time with the user departments	Project engineer / engineer innovation	Depend on the tender publication period

The first part of the paper is devoted to a study of the asymptotic behavior of the solutions of the system of equations (1) as $t \rightarrow \infty$. It is shown that the solutions of this system tend to zero as $t \rightarrow \infty$ if and only if the matrix A is stable. This result is proved by using the method of variation of constants.

In the second part of the paper, we consider the problem of the stability of the equilibrium position of a mechanical system. It is shown that the equilibrium position of a mechanical system is stable if and only if the matrix A is stable. This result is proved by using the method of variation of constants.

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