



Sales Orders

Objective

To enhance customer service through fast, efficient order processing and accurate, timely order fulfillment, while maximizing sales through instant access to information about stock availability, prices and possible substitutions.

The Value of Sales Orders

- Accommodate various sales processing environments
- Quick access to data facilitates professional and efficient customer service
- Easily convert on the fly quotations to an order
- Real-time access to availability, prices, substitutes and ATP
- Maximize profits with margin checking and powerful pricing tools
- Order discounts per customer and/or product class
- Apply freight, service and miscellaneous charges
- Print on-line or in batch with reprint facility
- Sell in foreign currencies
- Control ordering with customer-based rules
- Facilitate delivery promising, scheduling and picking with load planning feature

Matching Sales Orders to your business

- Personalize business needs and reduce errors with flexible pricing options
- Manage promotional pricing with contracts for customers and buying groups
- Apply a handling fee and deposit on selected items
- Separately record labor associated with a repair/service work order
- Flexible billing arrangements for multiple location customers
- Consolidated invoice across multiple orders and/or deliveries
- Substitution of stock items allowed
- Place orders using the customers, suppliers or approved manufacturers part number
- Sales kits with optional components
- Copy details from one order to another
- Create job/SCT/purchase order for shortages
- Customize items using the Product Configurator
- Manually or automatically deplete of bins/lots
- Enter quantities as cases and units, or as 2 or 3 dimensional
- Real-time credit checking with email notification
- Archive completed sales orders as XML documents
- Facility to randomly query best price for customer, stock code, quantity combination
- Tax and invoice rounding to cater for small coins

Integration

- Integrates with the following modules:
 - Accounts Receivable (Essential)
 - Activity Based Costing
 - Business-to-Business Trading
 - Counter Sales
 - Inventory (Recommended)
 - Lot Traceability
 - Return Merchandise
 - Purchase Orders
 - Product Configurator
 - Quotations
 - Requirements Planning
 - Sales Analysis
 - Work in Progress

Audit trails and reporting

- Analysis of order lines added, changed, canceled or lost
- Provides time stamping of orders taken
- Cross reference orders and invoices
- Multiple outstanding order and backorder reports
- Order commitment reports for user-defined time periods
- Order profitability analysis
- Track price overrides

Stock code	Description	Order quantity	Uom	Warehouse	Ship quantity
A100	15 Speed Mountain Bike Boys	3,000	EA	N	3,000
	Please make sure that you purchase the correct bicycle accessories.				
A101	Free: 15 Speed Mountain Bike G	1,000	EA	N	1,000
Miscellaneous	Monthly promotion				
A101	15 Speed Mountain Bike Girls	2,000	EA	N	2,000
Miscellaneous	Monthly promotion				