

Sales Orders & Invoicing

Objective

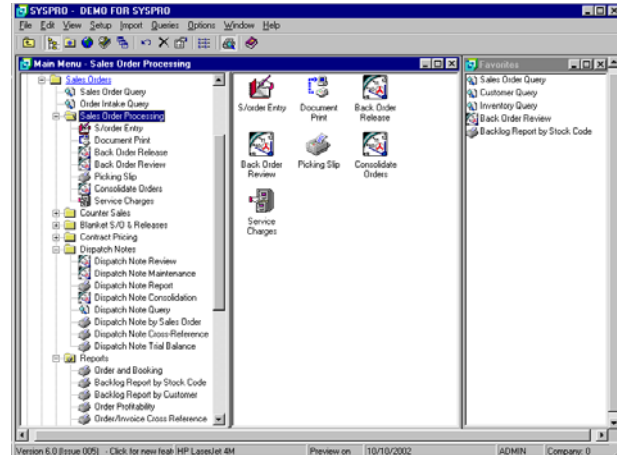
To enhance customer service through fast, efficient order processing and accurate, timely order fulfillment, while maximizing sales through instant access to information about stock availability, prices and possible substitutions.

The Value of SYSPRO Sales Orders & Invoicing

- Accommodates various sales processing environments
- Operator preferences streamline data entry
- Provides instant lookup windows to find data quickly so customers can be served professionally and efficiently
- Quick entry quotes allow for quotations on-the-fly which can be converted to an order type of choice
- Checks on current availability, prices, substitutes, ATP, etc. during order entry
- Maximizes profits with profit margin checking and powerful pricing tools
- Provides order discounts per customer and/or product class
- Applies freight, service and miscellaneous charges
- On-line or batch printing with reprint facility
- Allow foreign currency sales orders
- Preview of reports to screen, fax and e-mail capabilities

Matching SYSPRO to Your Business

- Allows picking according to area and other criteria
- Chooses from a variety of pricing methods to personalize business needs and reduce order entry errors
- Provides contract prices for customers and buying groups for time sensitive specials and promotions
- Configures the back-order system to operational requirements
- Ship to multiple pre-defined delivery addresses
- Flexible billing arrangements for multiple location customers
- Provides multiple user-defined documents with optional word formatting or the use of bitmap facilities
- Has multiple free form or coded comment lines
- The Dispatch Notes System enables the tracking of multiple deliveries across one or multiple orders to produce one invoice
- Allows substitution of alternate stock items
- Enters orders using a customer's stock codes
- Provides sales kits with optional components
- Has the facility to create standard orders and copy details from one order to another
- Allows creation of SCT/purchase order from back order review
- Uses the Product Configurator at line level to customize the item on-the-fly



- Allows manual or automatic depletion of bins or lots
- Two or three dimensional quantities or enter quantities as cases and units
- Real time credit checking with email notification option
- Archive completed sales orders as XML documents

Audit Trails and Reporting

- Gives order analysis of lines added, changed, cancelled or lost
- Provides time stamping of orders taken
- Has an Order & Invoice Cross Reference report
- Multiple outstanding order and backorder reports
- Orders commitment reports for user-defined time periods
- Orders profitability analysis
- Identifies price overrides

Integration

- Integrates with Accounts Receivable, Sales Analysis, Product Configurator, Work in Progress, Purchase Orders, Quotations & Estimating, Inventory Control, Lot Traceability and the Requirements Planning and the Counter Sales modules
- E-mail reports or fax documents with the Office Automation module
- The Accounts Receivable module is a prerequisite
- Optional interface to Vertex Quantum™ for advanced sales tax requirements