

Sales Order Processing



An efficient order entry system is a powerful tool for increasing productivity and enhancing customer service. Use EnterpriseBiz Sales Order Processing (SOP) module to streamline the process, save time and reduce errors.

Processing customer's orders is one of the most critical functions in any distribution and manufacturing business. Speed, correctness and efficiency are the key requirements of any order processing system. Your customer service functions require the power and flexibility of EnterpriseBiz™ Sales Order Processing module (SOP).

EnterpriseBiz™ SOP module supports the most comprehensive functions of Order Processing. It facilitates the order entry process by allowing generation of Quotations and Estimates, Validating Credits and Calculating Rates / Charges, Accepting Orders and generating Delivery Challans and Sales Invoices.

Sales Returns can also be used in conjunction with EnterpriseBiz™ Inventory to increase stock and with EnterpriseBiz™ Financials to maintain credits.

ITEM RATES AND TAXES

Setup your own pricing system in order processing by specifying rates and taxes.

Use Rate Lists feature to maintain special negotiated rates for one or more customers or items. Or set different rates for individual items.

You can instruct the software on how to calculate taxes and discounts by specifying the same for multiple items and/or

customers depending upon their geographical locations.

SHIPPING CONTROL

It is possible that a customer has several ship-to addresses where merchandise is delivered though invoice is sent to central office. EnterpriseBiz™ SOP will maintain those multiple addresses for each customer. You can also have the flexibility to assign Tax structure for each customer at the ship-to level.

PRODUCTIVITY IN PROCESS

EnterpriseBiz™ SOP supports parent document linking thus allowing the information to be picked up from a parent document to the following document. This saves typing time, reduces errors and promotes tracking.

Inquiries

Quotations

Sales Orders

Delivery Challans

Sales Invoices

Returns / Cr.Notes

Please note that stages in sales cycle are configurable as per your business requirements.

Sr	Item No	Item Name	Item Short	Quantity	Unit	Rate	Line Value	Discount
1	260810.08	260810.08	260810.08	5	Nos	500	2500.00	-150
2	260810.08	260810.08	260810.08	4	Nos	560	2240.00	-560
3	260212.14	260212.14	260212.14	10	Nos	70	700.00	-175

For example Sales Order can be prepared from Quotations. Delivery Challans can be linked to Orders and Invoices can be generated to multiple Delivery Challans.

“On-the-Fly” changing of Customer’s Address and Item’s description adds to the productivity achieved in the Sales Order Processing cycle.

Easy access to customers, and inventory parts by description or number is available through SOP’s pop-up windows. You can also quickly check customer credit limits and credit balance, a crucial feature when customer service is making fulfillment decisions.

WHEN TO REDUCE STOCK

Another very powerful feature of EnterpriseBiz™ SOP is the ability for the administrator to determine when inventory will be updated during the order fulfillment process. The administrator defines whether inventory will be relieved at picking, shipping, or billing.

PENDING STATUS REPORTING

No longer must the user manually reconcile physical or cycle counts against what has been picked or shipped, but not yet billed.

Not only can the user determine when inventory is updated, but the system also includes a Sales Order Pending Deliveries Report and a Deliveries Pending Billing Report.

BATCH NUMBER, DESIGN, SHADE, GRADE etc.

EnterpriseBiz™ SOP allows you to classify your items into its extended properties such as Design, Grade, Color, Shade, Batch Numbers and Expiry Dates etc.

When linked to EnterpriseBiz™ Inventory, you also have an option to maintain stock by these parameters.

PROFIT CENTER-WISE SALES

EnterpriseBiz™ works on common dimensions across the modules. You can easily capture and report on Profit Center-wise (or Business Units-wise) Sales.

LOCATION-WISE SALES

Since the software captures Country, Zone, State and City details for each Customer account created, it is also possible to look at Sales of different regions.

SALES MAN-WISE SALES

Sales man-wise gross sales, returns and net sales are important analysis for any serious marketing setup and EnterpriseBiz™ makes it easy to generate the same.

BRANCH CONSOLIDATION

Important for the distribution setup, EnterpriseBiz™ contains a consolidation facility that allows you to look at sales figures branch-wise or outlet-wise.

LINK TO FINANCIALS

SOP facilitates link to financials for monetary and transactions such as Sales Invoice, Credit Notes, Debit Notes etc.

FOR MORE INFORMATION

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