



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

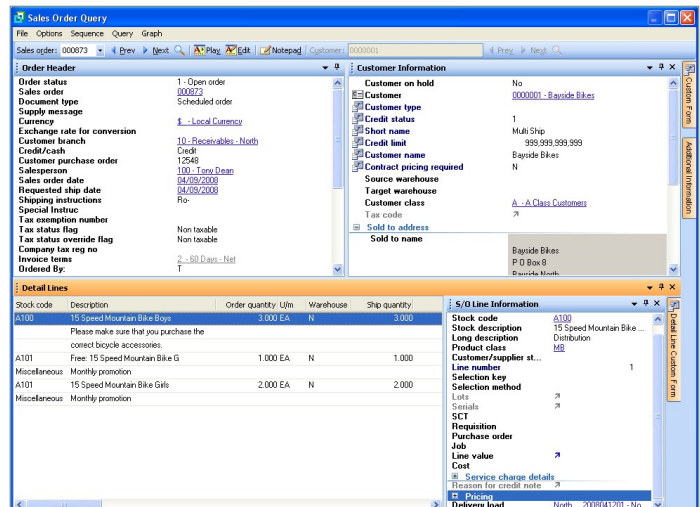
- Personalize business needs and reduce errors with flexible pricing options
- Manage promotional pricing with contracts for customers and buying groups
- Apply a handling fee and deposit on selected items
- Separately record labor associated with a repair/service work order
- Flexible billing arrangements 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 two or three 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
 - Inventory (Recommended)
 - Counter Sales
 - Return Merchandise
 - Purchase Orders
 - Product Configurator
 - Sales Analysis
 - Lot Traceability
 - Quotations
 - Requirements Planning
 - Work in Progress
 - Business-to-Business Trading

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



The screenshot displays the SYSPRO Sales Order Query window. The main area shows the 'Order Header' for order 000073, including details like 'Order status: 1 - Open order', 'Document type: Scheduled order', and 'Customer: 000001'. The 'Customer Information' pane on the right shows 'Customer on hold: No', 'Customer: 000001 - Baxende Bikes', and 'Credit status: 1'. The 'Detail Lines' table at the bottom lists items such as '15 Speed Mountain Bike Boys' and '15 Speed Mountain Bike G', with columns for stock code, description, order quantity, unit, warehouse, and ship quantity. The 'S/D Line Information' pane on the right shows details for line 1, including 'Stock code: A100', 'Long description: 15 Speed Mountain Bike ...', and 'Product class: BIK'.