SYSPRO
Sales Orders

SYSPRO's Sales Order solution is the heart of the distribution offering from SYSPRO. The Sales Order Module enhances customer service through fast, efficient order processing and accurate, timely order fulfillment. Maximize your team's productivity utilizing our efficient grid entry design and personalization of the screens to streamline and enhance your workflow according to your business rules. Customer account information can be accessed to streamline the ordering process, for status, credit limits, previous orders, and to confirm the customer's billing address and shipping addresses.

As customer orders are filled and completed, Sales Order information flows through the system so you can properly invoice and ship orders. In the event of stock shortages, stock can be replenished automatically by raising a purchase order, or creating a supply chain transfer from a supplying warehouse, or creating a job for made-in items. And with the pick, pack, and ship features, your warehouse staff can identify the package each item is in, print a packing list, and automate the update of carrier tracking numbers for your customer service personnel.

The system offers full invoicing with back order facilities, as well as online or batch documents. An available-to-promise query can be accessed and a supplier/customer stock code to SYSPRO stock code cross-reference is available. Various pricing methods are offered, including specific contract setup with a customer for specific products over a defined period of time.

The benefits of Sales Orders

- Suitable for a variety of order-processing environments
- Flexible entry methods, copy facilities and pricing methods for efficient customer service
- Express entry for on-the-fly quotations and conversion to firm orders
- Real-time access to availability, prices, substitutes and available-to-promise information

- Margin checking and powerful pricing tools for safeguarding profitability targets
- Multicurrency for global orders
- Customer-based rules for tailored ordering for improved customer service and order accuracy
- Optional tax and invoice rounding to cater for small coins
- Sales kits with optional components
- Allocate specific products by Lot and Serial numbers
- Manual or automatic depletion of bins/lots
- Multiple units of measure, including cases, units and dimensions
- Delivery promising, scheduling and picking, as well as load planning features, for streamlined dispatch
- Support for global sales tax systems such as VAT and USA AVP

Sales Orders features

- Define multiple formats for generating delivery, dispatch, acknowledgment and invoice documents for printing, faxing and emailing
- Processed stocked and non-stocked items, as well as freight and miscellaneous charges
- Copy and modify previous orders
- Query best price for customer, stock code and quantity combination
- Customer Recent Purchase allows you to quickly access quantities and prices from past customer purchases
- Enter configurable sales items using the Product Configurator
- Configure order discounts based on a variety of criteria
- Create job/SCT/purchase orders/requisitions on the fly for shortages
- Apply a handling fee and deposit on selected items
- Apply tax based on a variety of criteria, including order-line shipping addresses
- Place orders using the customer's, supplier's, or approved manufacturer's part number

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Sales Orders features ctd.

- Print order and sales documents online or in batch, and reprint as required
- Configure real-time credit checking with email notification
- Use the express features such as recent purchase, order template, and Excel copy functionality to facilitate rapid processing of orders
- Store vendor, customer or approved manufacturer part numbers and easily call up the correct item from all your data entry points
- Manage promotional pricing with contracts for customers and buying groups
- Separately record labor associated with repair/ service work orders
- Consolidate invoices across multiple orders and/or deliveries
- Archive completed sales orders as XML documents for retrieval as required
- Purge data according to record retention and history options

Integration with SYSPRO

- Accounts Receivable
- Activity Based Costing
- Inventory
- Counter Sales
- Return Merchandise
- Trade Promotions
- Blanket Sales Orders and Releases
- Purchase Orders
- Product Configurator
- Sales Analysis
- Lot Traceability
- Quotations
- Bill of Materials
- SYSPRO Factory Scheduling
- Business-to-Business Trading
- Forecasting
- Engineering Change Control
- Requirements Planning
- Work in Progress

Audit trails and reporting

- Analysis of order lines added, changed, cancelled 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
- Archiving of orders to meet regulatory requirements