SALES ORDER PROCESSING

The **MAJIK** Enterprise Sales Order Processing (SOP) module enables you to enter quotes, convert those quotes to orders, print picking slips and convert those to completed invoices. A single audit number is used throughout the entire process, which makes it easy to track the life of a sale through the system. When a back order is produced the sale is split into two separate orders comprising of goods you can deliver and the goods out of stock. You can speed up the collection of receivables by automating every aspect of your customer relations and you can assign salespeople to customers and specific sales to keep statistics on commissions etc.

BENEFITS

Client Details

- Keep an unlimited number of delivery and invoice addresses for each customer.

- Amend a customers' delivery, invoice and sales analysis information 'on-the-fly'.

- Include Service, Freight and other non-stock items on orders.

- Maintain unlimited additional customer details within a user defined order entry screen.

- Send shipping documentation including package preferences, weight and packaging instructions.

- Maintain a full freight matrix to automatically calculate freight according to the client destination, the carrier used and other variables such as weight or volume.

Ordering

- Handle orders from local and foreign customers in multiple currencies and languages.

- Send quotations / acknowledgements / invoices. on pre-printed or user defined stationary.

- Convert quotations into orders; with automatic deletion of expired quotations.

- Keep standard orders (templates) and blanket orders for items ordered by clients regularly.

- Restrict credit facilities and prevent the despatch of goods where credit exceeded / payment is late.

- Royalties can be automatically calculated.

- Automatically create a credit note for an entire sales invoice, with all details inserted for you.

- Handle multiple units of measure.

- Set up assemblies (kits) to sell bundles of separate stock items that can be modified 'on-the-fly'.

- Offer alternatives and supercessions.

- Handle individual serial numbers and batches.

- Create purchase order/sales order links that can be re-prioritised as required (back to back ordering).

- Release or split Forward orders, Back orders and credit stopped orders selectively or automatically.

- Reserve stock items for your top customers.

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Date	Inv Date	Account Id	Cust Order			Delv Name	T	Status
30/09/04	30/09/04	BELLA	REF	1328	0	belendebtor	I	Complete
28/09/04	28/09/04	BELEN	SALE1325/0	1325	0	belendebtor	I	Posted
28/09/04	28/09/04	BELLA	SALE1325/0	1326	0	belendebtor	C	Active
28/09/04	28/09/04	BELLA	TEST	1327	0	belendebtor	I	Active
26/07/04	26/07/04	BELLA	REF FREIGH	1324	0	belendebtor	I	Complete
23/07/04	00/00/00	BELLA	REF	1323	0	belendebtor	O	Active
22/07/04	22/07/04	BELLA	REFERENCE	1320	0	belendebtor	I	Complete
22/07/04	22/07/04	INNOVATIVE	QUOTE	1321	0	Innovative Architects	O	Active
22/07/04	22/07/04	INTERIORDE	QUOTE2	1322	0	Interior Design Consulta	I	Complete
21/07/04	00/00/00	10001		1318	0	A & H FRUIT SUPPLY (	O	Active
21/07/04	00/00/00	BELLA	REF OP BCE	1319	0	belen test	O	Active

Credit the Invoice   Create Untagged Credit   Sales Enquiry

Select   Cancel   Create   Modify

Western Suburbs

MODIFY   ACTIVE

Sales Type:	Order	Normal		Sales Order	Sales No:	1321/0

Sortkey: INNOVATIVE
Account Code: INNOVATIVE   Innovative Architects
Date: 22/07/04   Thursday   P O Box 23023
Sales Person: 10002   Mt Eden
Required Date: 21/08/04   Saturday   Auckland
Order Ref: QUOTE   Entry: SUPERVISOR   Terms:
Territory: AUCKLAND1   Crncy: Price List: 1
Tax Id: TAXI   ABN: - - -

Delvry Ctl: No Split
Net   0.00
Freight   0.00
Tax   0.00

Deliver To: Innovative Architects
Address 1:   Level 1 Eden House
2:    234 Dominion Road
3:    Mt Eden
4:    Auckland
Notes: notes
Packing Notes: packing

0.00

Details   Convert   Payments   Freight   Job Transaction

Ln	Stock Code ORD		Brnch		Order Qty	Unit Sell$	Disc%	Ext Sell
10	O ORD		10	N	1.000	90.000	0.00	90.00
	Ordinary item multi bin functionality							

Avail:	45.000	Act Order Qty:		List Sell:	90.000		
Onhand:	45.000	1.0000			13.636		N
On Ord:	0.000	Act Order Unit:		Supply:	1.000	Supply:	25/10/04
BackOrd:	0.000		EA(	Bk/Ord:	0.000	Lne Tot:	90.00
Units: EACH		Sell At:	EACH	Disp.Qty:	1.0000	Total$	90.00
	(1.00000)			EACH		On Order Enquiry	

Invoicing

- Insert notes and instructions on to the invoice and keep a standard set of comments for regular use. Optionally use them for internal reference only.
- Caters for Returned Authorisations (RA).
- Picking list control with the option to print a consolidated list for quicker picking of stock.
- Consolidate a number of sales orders or invoices into a single invoice when exporting goods.
- Hold a detailed sales history for an unlimited period and summary records for the month / YTD.
- Flag due date for payment on the order.
- Print user definable documents (despatch notes, consignment notes, invoices etc) and labels.
- Retention's can be catered for.
- Print serial numbers by range.
- Caters for inter warehouse transfers.

Promotional Pricing

- Apply date driven promotional prices.
- Apply quantity break discounts.
- Offer a settlement discount to encourage prompt payment
- Apply unlimited types of discount to customers. (Quantity, periodical and product based) as well as ad-hoc discounts.
- Keep price lists in foreign currencies.
- Backorders can be released by priority, percentage filled or dollar value.

International Trading

- Print product information in foreign languages on order documents.
- Record each customers business registration number (ABN), delivery terms and mode of transport
- Track the cost of sales by product and customer or by a combination of both.
- Use client specific terminology on all client documentation.
- Use the Transaction Generator to automate invoicing such as maintenance and membership fees.

Standard Reports / Graphs include:

- Monthly products sales
- Back order Report
- Commission Report
- Ranked Customer and product (value or margin)
- Customer Sales Analysis
- Product Sales Analysis
- Contribution by invoice
- Sales Transaction Listing
- Invoice / Credit Register

Centre: 10 — Western Suburbs
Consolidate: No
From Date: 17/10/04 Sunday
To Date: 23/10/04 Saturday
Inv/Crn/Both/All: Invoice
Sort By: Profile
☑ Excel O/P
Output to: 🖶 HPLAND

Company: CHO Corporate Head Office
From Centre: 10 Western Suburbs
To Centre: 10 Western Suburbs
Invoice Dates: 25/10/04 To: 25/10/04
Period: 2005-007 October 2004
Debtor Batch: 002481 Sales Invoices 25/10/04
Auto-Post: Yes
Cash Book: ANZ00 Cash Account: AUD
Auto-Delete: No (Expired Quotes & Zero Line Sales)
Delete Held Ord.: No
Output to: 🖶 HPLAND
WARNING- Posting to prior periods does not update your current BAS, manual adjustment is necessary !

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10 Western Suburbs
Sale Type: Invoices   Invc/pAck: Invoice
Reprint: Yes   Text: RE
From Audit No: 1322   To: 1322
From Suffix: 0   To: 0
From Date: 00/00/00   To: 25/10/04
Debtor Acct: INTERIORDE   Interior Design Consulta
Batch Ref:
Sort Sales By: Account Sortkey   Supp. Zero Line Sales: No
Detail Sort By: Line Number   Print Deleted Orders: Yes
Stationery: INV1   Invoice Continous Form
Zero Val Inv/Pack: No   Use Customer Forms: No
Print BackOrder: No
Output to: 🖶 HPLAND