

AUSPAC SALES MANAGEMENT MODULE

Streamlines the ordering process with accuracy

Full order or partial fulfillment

Comprehensive with extra value added features

Flexible, Definable and Configurable Settings

Easily access to Stock and Customer Information

Assists in Production Planning

Tracking on Sales Order Processing Status

Think Software

Think Auspac



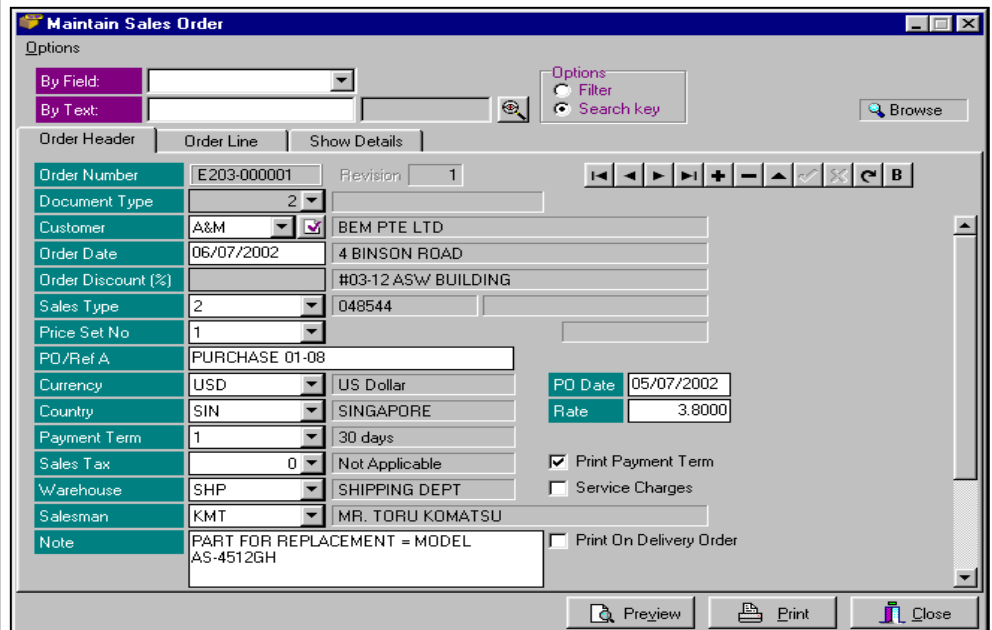
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Maintain Sales Order

Options: Filter, Search key, Browse

By Field: [Dropdown]
By Text: [Text Box]

Order Header | Order Line | Show Details

Order Number	E203-000001	Revision	1
Document Type	2		
Customer	A&M	BEM PTE LTD	
Order Date	06/07/2002	4 BINSON ROAD	
Order Discount (%)		#03-12 ASW BUILDING	
Sales Type	2	048544	
Price Set No	1		
PO/Ref A	PURCHASE 01-08		
Currency	USD	US Dollar	PO Date 05/07/2002
Country	SIN	SINGAPORE	Rate 3.8000
Payment Term	1	30 days	<input checked="" type="checkbox"/> Print Payment Term
Sales Tax	0	Not Applicable	<input type="checkbox"/> Service Charges
Warehouse	SHP	SHIPPING DEPT	
Salesman	KMT	MR. TORU KOMATSU	<input type="checkbox"/> Print On Delivery Order
Note	PART FOR REPLACEMENT = MODEL AS-4512GH		

Preview | Print | Close

A Smart Way to Manage Sales Orders Activities

A Sales Management module enables you to focus on your customers' needs and effectively manage all aspects of the sales cycle. It contains all the functions required to place and track sales orders. When a customer calls, you'll know the availability of specific item in inventory, customer credit limits, item pricing and much more. The user just needs to enter the order once and all sales information can be recalled later for completing the shipment and invoicing. Electronic Data Transfer (EDI) is also available as option for automating filling in customer orders.

As the orders are shipped, you need to invoice the customers. The module can automatically generate invoices from a range of delivery orders. You can design all sales orders, packing lists, delivery orders, invoices and reports using optional Crystal Reports software.

You can always access the essential trade data directly from screen. The module provides information for communicating with your customers. You may want to know immediately what a customer has purchased, which items are still outstanding or where you have delivered. With full integration with Auspac Inventory and Purchasing module, the answer is you have a complete and powerful Distribution System. Other Add-on modules like Sales Commission, Bar Codes Labels Generator, Quotation, and Technical Services are available.

System Features

- Generate Sales Documents: Cash Bill, Sales Order, Delivery Order (DO), Packing List and Invoice
- Ship orders as complete or partial per individual item
- Automatic back order calculation and tracking
- Lookup stock information while entering sales order and delivery orders and where the stock is located
- Auto retrieval of default information from Customer and Product Master files
- Allow multiple documents formats and numbering scheme based on sales types or customer groups
- View and maintain order line item notes
- Integrate with System Manager to administer pricing groups, discount levels, credit limit, multi-currency, and multi-unit of measurements
- Confirmed Invoice posting to Accounts Receivable
- Interface with Inventory Manager for Inventory lot control, multi-warehouse and average stock valuation
- Manages multiple shipping addresses and centralize billing
- Maintain separate stocking and sales units of measure
- Support of multi-currency, multi-warehouse, and multi-language
- Eliminate the need for double entry by integration to Auspac Add-on modules
- Allows sales analysis on categories such as groups, areas, sales persons, etc
- Committing delivery orders with quantity on hand
- Flexible pricing with standard and multi-level discounts

Reports / Listings

- DO Listing
- Invoice Listing
- Sales Transaction View
- Sales Order Item Summary
- Sales Order by Model
- Sales Order by Customer
- Sales Order by Item
- Sales Order by Stock Grp
- Salesman Commission
- Sales Aging
- Daily Delivery Summary
- Delivery Schedule
- Lampiran GPB-1/2
- Delivery Status
- Mater Delivery Schedule
- Mater Delivery Schedule2
- Mater Delivery Schedule2 With BOM
- Sales Order Amendment
- Delivery Schedule History
- Invoice Summary (Target)
- Delivery Order Record
- DO Listing by Detail
- Invoice Register Month End
- Sales Analysis
 - By Area and Customer
 - By Area/Product Group
 - By Product Group
 - By Salesman/Customer
 - By Top Salesman
 - By Salesman
 - By Stock Item
 - By Current Month
 - By Product – Sales
 - By Salesman/Product
 - By Customer/Product
 - By Product/Area
 - By Product/Model
 - By Cust/Prod/Model
 - By Salesman/Product/Model
- Customer Price List
- Material Requisition By Sales Order
- Sales Summary Report by Stock Code
- by Stock Group
- Sales Performance by Sales Value
- Sales Quantity
- Sales Trend
 - By Customer & Product
 - By Product Group
- Summary of Invoice Regis-

The image displays three screenshots of the Auspac Business Software interface:

- Transaction Summary View:** A window showing a list of sales transactions with columns for Order Date, Order No, Customer ID, PD/Ref A, Salesman, DD Date, DD No, Inv Date, and Inv No. The data includes various orders from 2003 to 2004.
- Invoice Listing:** A window for filtering invoices by Date (From: 15/11/2005, To: 15/11/2005), Customer ID, Invoice No, and Invoice Status. It includes options for grouping by Date only or Customer ID and Date.
- Maintain Delivery Order:** A window for managing delivery orders, showing fields for Customer No., Sales Order No., Tax Ref. No., and Transportation. It also includes a table for available details to generate, listing items like TV-SAS-M21, TV-SAS-M25, TV-SAS-M29, TV-SAS-29SV, and TV-SAS-29SV with their respective quantities and units.