



ADVANCED SALES ORDER PROCESSING

WORLDWIDE BUSINESS SOLUTIONS

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Advanced Sales Order Processing lowers administrative costs for order handling, maintains a comprehensive database for improved customer service and provides better sales management information.

Geac System21 Advanced Sales Order Processing extends the rich functionality of System21 Customer Service and Logistics. It serves the requirement of the most complex sales operations and is fully integrated with other System21 applications. Advanced Sales Order Processing provides unparalleled interactive screen flexibility for the order entry process. Items can be accessed via a wide range of routes including customer item number, industry-standard reference, supplier reference or product attributes.

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All aspects of stock information are available on-line, including available stock, forward stock, specific batch analysis, batch costs, margin breakdowns, plus visibility of other customer batch and purchase order reservations. A similar broad range of customer information is available, including order history and aged debt.

Order processing has never been so flexible. Immediate on-line conversion of inquiries into orders, on-line margin analysis, on-line sourcing decision support (allowing sale from stock, from a batch, back-to-back from a supplier, by reservation against a purchase order, make-to-order or configure-to-order), direct supplier to customer delivery - all contribute to the power of System21 Advanced Sales Order Processing.

Developed to support a supply chain philosophy, the comprehensive range of facility for recording and processing customer demand (and satisfaction) provides the key activities for the accurate and flexible control which is essential for effective and efficient customer service.

Proactive planning tools optimise inventory levels and the utilisation of warehouse space and transport facilities. This ensures goods are in the right place at the right time, with supply measured against actual and forecasted demand for each individual centre.

KEY FEATURES/BENEFITS

- Integrated with other System21 applications
- Multiple ordering methods supported per item
 - Quotations
 - Sell from stock
 - Reserve against purchase order or schedule
 - Create a back-to-back purchase order
 - Direct supplier delivery



- Reserve against a production order
- Create a back-to-back production order
- Configure-to-order
- Back-to-back sales to purchase orders and direct delivery facilities are provided
- Requisitions can be created within sales order entry. Full buying information is available on-line. Both direct deliver and indirect delivery are supported
- Advanced item access facilities are provided:
 - Partial item code search
 - Part word search on the item description and/or external text
 - Search by extended alternative reference. For example, recognised industry item, customer item reference etc
 - Search by item attributes
- Advanced Sales Order Processing will enable particular batches of goods to be allocated to individual order lines
- Lost sale reason codes can be entered. All lost sale transactions are recorded for analysis
- Batch certificate of conformity details can be recorded and viewed during order entry. Margin information can be displayed during order entry
- Multiple companies are supported
- Multiple warehouses can be maintained
- Automatic pricing facilities include multiple, independence price and discount list (1000+ for each), price list history, price ruling at either order or dispatch date, quantity or value breaks by inventory item, pricing group and order
- Advanced pricing facilities to support cascading levels of discount applied net or gross, including aggregate discounts by product group
- Retrospective discounting
- Orders can be priced and invoiced in any currency
- Free of charge order lines
- Support is provided for the sale and dispatch of kitted products
- Dispatch methods and carriage charge types are defined by the user
- Transcription order entry allows high speed entry from prepared documents
- Conversational order entry efficient telephone ordering
- Multiple order types can be processed
- Lots, batches and serial numbers can be tracked
- Dual unit of measure processing with full catchweight functionality
- An item availability review is available on-line showing projected free stock levels by item in date sequence, based upon known customers, purchase, distribution and manufacturing orders
- Product introduction, supersession and obsolescence supported, for example product life cycles
- All sales documents can be printed in the language of the customer, with screens in the language of the operator.



GEAC ENTERPRISE SOLUTIONS™

In our rapidly changing real-time e-business world, enterprises looking for “The Power to Thrive”™ need look no further than Geac Enterprise Solutions™. With almost 40 years of experience in the industry, we offer feature-rich, reliable software and solid system expertise and creativity that let you drive your organisation to success. We also have skilled, intelligent people who can help you maximise your existing technologies as well as utilise today’s e-business opportunities.

Furthermore, we can focus on helping customers like you get the most from your technology investments. How? By adding value to our core software applications and surrounding them with complementary solutions that truly allow you to thrive in today’s mission-critical, e-commerce marketplace.

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