SALES ORDER PROCESSING

Sales is the revenue generating activity for trading and contracting companies. Hence *ProMIS* Sales Order Processing module with an established workflow based on the organizational requirements is a must in monitoring the enquiries in pipeline and executing the confirmed orders and billing in time to ensure proper payments.

Sales Order Processing module is closely integrated with the Inventory Module.

Sales Order Workflow

It implements a complete workflow to streamline the sales process incorporating the sales related activities including:

⇒ Enquiries from Customers
⇒ Quotations to Customers
⇒ Sales Orders from Customers
⇒ Approval levels for Sales Orders
⇒ Orders in Progress
⇒ Delivery Orders
⇒ Invoicing

The actual workflow depends upon the specific operational parameters of the organization. During *ProMIS* software implementation the system will be customized to incorporate these specific requirements.

Customer Database

Customer information including the address and contact details, persons, multiple delivery locations, credit limit and period, special discount percentage offered etc. to be entered into the system. Customers could have a pre-defined pricelist which will be used while invoicing.

Product Pricing

The item master have the option to specify three price points for each product where the third price could be with a pre-defined markup over the average cost.

Sales Persons

Sales person can be mentioned in each levels of sales process, thereby it is possible to measure their achievements and match them against sales targets. Sales commission calculation can be automated.
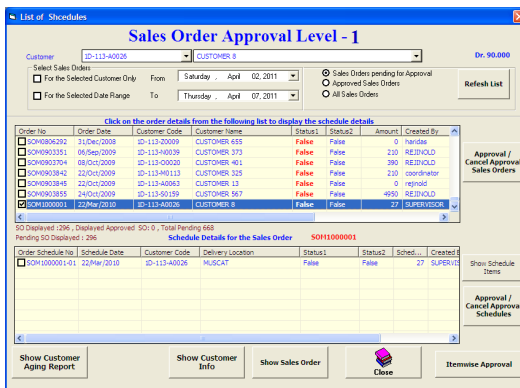
Sales Reports

Sales reports are provided in various combinations to analyse the Sales across product groups, individual products, customer wise and salesman wise sales. Gross Profit Analysis reports are provided from invoice level to summarized for products, group, customer and sales person.

Key Features:

* Multi-location sales
* Multiple approval levels based on workflow.
* Alerts and Exception reports on pending status of various activities.
* Enquiries pending to be attended
* Quotations pending for approval
* Sales Orders pending for delivery
* Delivery Orders pending for invoicing
* Invoices pending for payment - integrated with Accounts Receivable in Financial Accounting module
* Customization of the print formats for Quotations, Delivery Order, Invoice etc.
* Single point data entry - with option to download data from Enquiry to quotation, Quotation to Sales Order etc.
* Customer database with multiple delivery locations
* Multiple delivery schedules for Sales Orders
* Business card scanning
* Customer wise pricelist
* Sales Target Budget
* Salesman wise achievements
* Sales Commission calculation
* Gross Profit Analysis - (Product/ Product Group/ Salesman/ Customer wise/ Invoice wise)
* Sales Analysis Reports (Customer/ Salesman / Product / Product Group wise periodically)
* Price lists for Sales persons (without the cost price)
* Stock availability checking
* Rebate & Display rent posting for sales through supermarkets

Customized Software to meet your requirements