

Sales Order Management

The ABECAS® Order Management (OM) module is a full-featured sales management system along with the required Accounts Receivable and Inventory Management modules. Add the Purchase Orders module and you have a free-standing, top-notch sales management system.

Orders, agreements, and quotes are easily entered and managed. Agreements and quotes can be turned into orders through a quick and easy process. Orders may be updated to an invoice at any time, or an invoice may be entered directly for counter sales or "back room" sales.

Pricing and the availability of products are accessed through the Inventory Management module and all customer information, including credit limits, is through the interfacing with Accounts Receivable. OM also interfaces with Freight Billing to create freight bills, and shipment dispatch, for the generated orders. Together with the included Purchase Orders -for the purchasing and reordering of inventory, General Ledger, Cost Accounting, Accounts Payable, Payroll modules and OM form a dynamic sales and financial accounting management system.

Sales taxes may be tracked by taxing authority. Up to four salespersons may be tracked with each order and commissions based on the salesperson, the item, the product group, or the order. Commissions can also be paid based on the invoices posted or the cash received. Royalty fees for items may also be calculated and tracked.

Standard Features

- Order Management, agreements and quotes are all entered from the same screen.
- All orders may be changed or updated prior to posting.
- Order detail may be imported from CSV files.
- Production management may be tied to sales order detail for items to be grown or manufactured.
- Customer information displayed, including credit limits, deposits and existing order total.
- Orders may include inventory or non-inventory items.
- Easy access to previous line detail entries.
- Point of Sale entry with cash drawer available.
- User-designated entry process for selected fields or all fields.
- Easy update from agreements and quotes to ready to process orders.
- Shipping information and special instructions can default with customer.
- Individual messages may be attached with each line or order.
- Multiple line entries for each customer/order.
- Picking slips or tags are printed.

- Order acknowledgments may be sent prior to order processing.
- Delivery notification for shipments.
- Production orders listings provide information on back orders, on-hand and available, and purchase orders and back orders.
- Invoicing and issuance of credits allows for immediate action.
- Over-the-counter sales can be entered and tracked.
- Edit lists for all orders, invoices, shipments allows for quick checking/changes/ information
- Invoice information available on quick look-up by customer, period or transaction.
- Sales Tax coding with vendor information for up to 4 rates per code.
- Cost worksheets for each order may be printed.
- Consolidated shipment information is available and processed by shipper, warehouse or location
- Unavailable items listing.
- Updating of shipping information is quick and easily accessed.
- Notes/memos attached to particular Order Management may be updated and changed at any time.
- Salesperson coded for quick, easy entry.
- Ship-to Address codes with automatic use of messages.
- Ship-via codes with relevant shipping information.

Optional Features

- **Sub-Item Tracking by Lot/Serial #** -- allows for multiple items under one main item code.
- **Entry Sensitive to Date Available/Date Shipped** -- will update the "ship-to" information for shipments scheduled and then update the IM inventory "on-order" amounts.
- **Invoicing with Automated Allocation and Packing** -- Ability to rank orders and allocate inventory to particular orders based on deposits paid.
- **Standard Brokerage with AP Interface** -- provides for brokerage settlement operations and passing the brokerage commissions to the AP module for payment.
- **Vendor Settlements (Charges/ Reports)** -- allows the brokerage purchases to be directed to the AP module for payment.
- **Fuel Brokerage with Multiple Taxes** -- allows sales tax to be charged either on amounts before taxes have been added, or after other taxes have been calculated and added to the price.
- **Automatic Freight Charge Lookup** -- provides the capability to enter freight charges based on freight rate

schedules.

- **Deposit Accounting on Orders** -- allows for deposits to be entered against orders and a receipt issued.
- **Transfer of SO Orders to Main Office with Inventory Update of Remote** -- allows data importation from an outside source and updates that source with current inventory information.
- **Requisitions/Orders Interface to PO Module** -- allows for the entry of PO requisitions at the time of sales order entry.
- **Price Tags with Bar Codes by Customer (UPC Format)** -- Customer price tags are printed with multiple sets of information.
- **Manifesting** -- allows for each box to be weighed and the freight to be weighed individually.
- **Picking Tags with Bar Codes by Order** -- Customer tags are printed with multiple sets of information
- **Inventory Associations (1) Back Order, (2) Available** -- allows backorder updates and allocation of inventory to back orders based on items available.
- **Hand-held Computer with Bar Code Reader Interface** -- provides for the use of a hand- held computer with bar-code reader.
- **Sales Commissions Tracking and Settlements** -- allows commissions to be paid, tracked and reported.
- **EDI Transactions Set Interface** -- Invoice information may be exported to customers by EDI transmission.
- **Load Building, Equipment Assignment and Manifesting** -- allows the building of different loads based upon the orders shipped.
- **Driver Earnings Based on Freight Assigned** -- allows the assigning of drivers earnings to be passed on to SP, based upon the shipments assigned.
- **Freight Billing Interface to FB Module** -- allows for the access of the FB module to create a load order, based upon the SO shipments.

Reports

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| ▪ Salesperson listings with details | ▪ Brokerage/Settlement Charge Code listing |
| ▪ Sales Tax Code listing | ▪ Ship-to Address Code listings |
| ▪ Freight rate and zone/mileage listings | ▪ Ship-Via Code listing |
| ▪ Ship-to Address Message reports | ▪ Production Order edit report |
| ▪ Sales Order edit list | ▪ Brokerage margin by order and invoice |
| ▪ Unavailable Item listing | ▪ Brokerage margin by salesperson |
| ▪ Invoice edit reports | ▪ Ad hoc analysis of un-posted transactions |
| ▪ Box Assignment report | ▪ Sales analysis adjusted for freight |
| ▪ Ad hoc analysis of brokerage details | ▪ Allocation preliminary and final reports |
| ▪ Variance report for orders and shipments | ▪ Sales commission edit reports |

- Memo Pad file listing
- Brokerage and Vendor settlement edit report
- Sales by item listing
- Ad hoc sales analysis report

- Ad hoc analysis of transactions

- Ad hoc analysis of sales/COGS in summary or by the month

- Ad hoc analysis of sales commissions
- Current and historical sequential transaction listings in summary or detail
- Reprints of invoices
- Multiple sorted reports on sales by customer, item, product category, lot/item/size, and by salesperson
- Ad hoc analysis of sales and commissions, cost of goods sold, margins and freight
- Sequential GL/CA Distributions