

Sales Process Product Brief

H I G H L I G H T S



- Inbound orders and receipt processing in warehouse
- Direct sales order creation from purchase order
- Order exceptions processing
- Manual sales order creation
- Inventory management, stock-taking and item locations at warehouses
- Tracking of items in supply chain and flow of goods
- Redirection of physical inventory on purchase orders
- Conversion of currency on created orders and multicurrency support
- Order proration for partial delivery
- Easy-to-use price overview
- Warehouse management, backorders and shipment control
- Order fulfillment status, delivery status
- Purchasing from external suppliers
- Connection to external accounting or ERP systems
- A wide variety of reports and correspondence templates

P R E S E N T I N G T H E S A L E S P R O C E S S

The Sales Process organizes trades into on-line, browsable, step-by-step configuration process which provides channels for supplier and merchant companies for efficient managing, monitoring and shipping merchandise. It enables easy order acknowledging, managing, tracking and fulfillment, handling all of the logistics of delivery, shipping and handling of products direct to customers or business partners.

With complete back-end integration which enables companies to keep invoicing and financials accurate, this module becomes a real solution on the road to enhanced business-to-business functionality and enterprise application environment.

EASY AUTOMATION OF SALES PROCEDURES AND ORDER MANAGEMENT

The Web order management is an integral feature of any B2B exchange system involving sellers and buyers. The Sales Process is built around the integration components which interconnect web order management and enterprise facilities in a single B2B integration space. Order management is built as a multi-step business process enabling order fulfillment from order pickup, matching, and, up to the delivery of shipment.

Online order fulfillment involves automatic order matching, generation of sales orders, credit line and availability checks, notification messages and industry communication standards. The integration components use data junction solutions to synchronize and mediate order data between enterprise applications and IT4profit Web services.

AUTOMATED SALES PROCEDURES

From the submission of a buy order, to the delivery and invoicing of an order, IT4profit Sales Process permits end-to-end automation of sales procedures. Start with order acknowledgement through excellent match-making capabilities that allow one-on-one negotiation on order terms to find the right price for the customer. Go through the reporting of order exceptions to check credit ceilings, goods shortages, get an overview of the pricing. Prorate the buy order if you can not ship in due time or can not cover the reported goods shortage. Replenish your stock in an instant by submitting the quotes for buying insufficient items from other vendors. Get availability reports on physical inventory values at the time of submitting order. Collect the buy quotes and convert them into a sales order manually. Print, fax or e-mail-enable the order confirmation to the customer. Finally the system calculates the tax, freight rates or other charges and makes a warehouse order to be entered into the warehouse. vzvzv

INVENTORY TRACKING AND REALLOCATION

When your stock suffers from goods shortages you search for way to eliminate the overall percentage of lost sales and improve customer satisfaction and retention.

IT4profit comes with advanced supply and demand management solutions that

permit a company to track quantity and value of its physical inventory currently in any link of its item's transaction flow at any time. In the IT4profit context there are several sources that can feed in the company supply. Easy redirection of inventory values and reallocation of inventory from one source to another, full control over the inbound and outbound processes will allow a company to respond more quickly to customer demands and cover the supply shortages.

FUNCTIONALITY EASY TO SUIT EACH USER

Each selling company on IT4profit can apply and implement various scenarios of their customers' behavior. The process of posting of an order and order fulfillment can be fully and easily controlled. A seller can establish a particular approach to how, when and to what extent the orders of its customers can be modified, browsed and placed.

Selling with the Sales Process is easy with having such a feature like the delivery and reporting of order status that puts the companies in full control of transactions being made. Sellers are capable of overviewing the status of both the sales and purchase orders from the moment they are born into the system until the purchase and sales invoices are issued.

INTEGRATED AND AUTOMATED LOGISTICS

Having online warehouse solutions integrated in the company's processes is sometimes a prerequisite for doing a success business. Sales Process provides the functionality that starts from the connection to warehouses, exchange of logistics and shipment assignment documents across the warehouses infrastructure to incorporating the logistics and warehouse support that includes the delivery of shipment and tracking of the delivery status online. Shipment management is an automated process that can be tailored to specific needs of a business entity. Those can be significantly enhanced by applying special data transfer protocols in the process to control the delivery of shipment. Supported is the broad range of document delivery industry protocols including FTP and other transports.

The processes in warehouse involves the inbound process with receiving goods into the warehouse and preparing goods for outbound. It includes capturing, tracking and fulfillment of warehouse orders, picking, packing operations and shipment management, confirmation of data acceptance or loss, messaging of shipment notifications and reporting order status. A shipping instruction is printed at the warehouse, which assembles the shipment and informs of any exceptions. When the actual picking did not match the printed picking list, this is reported back to the system in order to always have a correct picture of the stock on-hand. Subsequently, the items are sent with a delivery notice and various optional shipping documents.

IT4profit allows companies to plug their enterprise back-end systems to IT4profit B2B applications by using its proprietary integration components. The integration components are a fully customizable solution in terms of integration with a good variety of popular software and widely used industry communication standards.

That means that any company may tailor its back-end accounting or ERP systems to IT4profit communication standards that can in turn be extended to meet the needs of the customer. Despite the components require additional development and customer coding, all of the development burden will be bared by IT4profit. IT4profit will provide application integration components and add new transports to extend interoperability standards if customer enterprise applications will require scaling or changing. As IT4profit does not supply development tools, this approach will eliminate the need for re-programming the customer integration architecture by customers themselves, thus decreasing the time spent on the development of application connectors by customers. For more information on consult our support service.

This version of IT4profit Sales Process provides fully automatic accounting connectivity to the EXACT® software. This connectivity is built on the IT4profit proprietary integration components that logically connects IT4profit Web applications and EXACT® software by means of a customizable connector and event mapping and document handling system. The connectivity is in terms of two-way capturing, tracking and execution of orders and logistic documents, update and synchronization of inventory, customer information and receivables. The interconnection is based on two key integration principles - the event-based document messaging and document delivery tracking, control and error reporting through the IT4profit Notification/Event/Alert system. The event-based system allows for any possible transaction message, controlled by the company through a Notification/Event/Alert System.

Maintaining transactional exchange consistency is at the heart of any complex integration system where different applications are interconnected. Transactional consistency is also a big concern in the IT4profit document interchange system. Maintaining the integrity of each transaction whether in the way of automatic delivering of document messaging or manual fixing of unanticipated errors is guaranteed in IT4profit exchange system. Logging facilities and journalizing of documents transactions are provided to ensure that you can complete or correct every faulty transaction if any occurs. This guarantee enables businesses to automate their transactions as they will be assured that each transaction will be completed successfully. In case of faulty situation every error will be journalized and reported.