

Order Processing Management

Order Processing

Efficient Order Processing is the first step to running your business profitably. The eMIS Order Processing Management System has been designed with the needs of today's companies in mind, and the system is designed with speed and flexibility. As Sales Orders are entered, the Customer's information will be displayed, and this will become default information for the Sales Order. All information is available to the person entering the Sales Order, but default entries have been set-up through Master Files to reduce the decision making process during Sales Order Entry. Sales Orders can, in effect, be ordered from one Customer location, shipped to another location, and billed to yet another location. Once the Sales Order is entered, and assuming the customer's credit has not been exceeded, a Pick Ticket can be immediately produced for the Sales Order. The Sales Order can then be shipped and invoiced. When Invoices are created, General Ledger entries are automatically created and stored in the Order Processing Management System where they can be interfaced to a General Ledger System. Order Processing Management can also interface directly with other eMIS modules.

Pricing

The eMIS system utilizes very flexible pricing techniques, which will allow your Marketing Department to be as creative as they would like to be. Will it take discounting to get the sale? Free goods offer? Extended payment plan? All of these scenarios can be accomplished using eMIS pricing techniques. The pricing techniques are rule-driven for selection of Customers and Items. Of course, classic pricing is also available.

ESI/
Technologies

Features:

- User may create Tax Authorities and Sales Tax Rates or use third party information.
- Contract Pricing can be based on "sold-to" and/or "ship-to" Customers and on a specific pricing Unit of Measure.
- Extensive monitoring of Credit Limits occurs during the entry of a Sales Order.
- Each line of a Sales Order can ship from a different location and can have a different ship date.
- The user can create Pick Tickets for each shipping location on a Sales Order.
- Bills of Lading are produced with user-defined line descriptions.
- Shipment Weights are visible throughout the entire Sales Order process.
- The system also supports distribution qualifiers, which will warn the user if a product shipment is restricted in any way.
- The user can create new Sales Orders by copying current Open Orders or previously Invoiced Orders.
- Sales Orders may be identified as Quotes and held until the Customer approves. Inventory quantities and allocations are still affected with this Quote process.
- System allows for the creation of Item information specific to a Customer.
- Allows for general comments or other explanatory text, which can be entered from user-maintained Standard Comment Records.
- System provides a process for Blanket Sales Orders, undeleting Sales Orders, and adjusting Invoiced Orders.

Benefits:

- User is provided with maximum flexibility for the entry of Sales tax information.
- Allows entry of Contracts as they are negotiated with maximum flexibility.
- Allows management to monitor and react to problem accounts.
- Lines can be added to an existing Sales Order while a Customer is on the phone. A new Sales Order does not have to be entered.
- Allows Sales Orders to be entered for Items, which will be shipped from multiple shipping locations.
- Allows user to purchase standard forms rather than customized forms.
- Allows user to keep track of truckload shipments while a Sales Order is being entered.
- Alerts the user when the Sales Order is being entered that the shipment is restricted in some way at the "ship-to" address.
- Reduces data entry, which reduces errors and speeds up the entire Sales Order process.
- User has the ability to verify acceptability with the Customer before releasing a Sales Order.
- Provides the user with a method of tying Item information specific to the business together with Customer Item information.
- Reduces communication errors and makes data entry easier.
- The user is provided with maximum flexibility in the capabilities of the system.