



## Sales

From order entry to invoicing, shipping and sales analysis, ERP Sales software gives you the data you need to simplify your sales management function and grow top-line revenue.

- Sales order entry
- Sales order management
- Multiple sales order types: standard, consignment, invoice only, progress bill, etc.
- Generate quotes
- Track quote won/loss reasons
- Convert quotes to sales orders
- Variety of pricing & discount options in multiple currencies
- View order status
- CRM & customer service
- Real-time customer inquiries
- Pick lists
- Customs invoices
- Past due invoice tools
- Stage shipments with shipping labels
- Bills of lading
- Open order reports
- Bookings reports
- Profitability reports
- Win/loss percentage reports
- Real-time KPI reports
- Sales analysis (product & customer)
- Open order & customized sales analysis
- Current & historic sales cycles analysis
- Forecast demand
- Analyze order/job mismatches
- Visible inventory supply & demand
- Shipping Dashboard
- PO Confirmation Dashboard
- Open Sales Order Review Dashboard
- Credit card gateways integration
- UPS, FedEx® and USPS integration
- EDI integration
- Shopping cart data collection/web integrator
- Product Configurator integration

### BENEFITS

- Close sales quicker
- Improve customer satisfaction & on-time performance
- Leaner sales processes from simplified sales orders
- Real-time access & analysis of your sales data
- Customized sales analysis & reporting