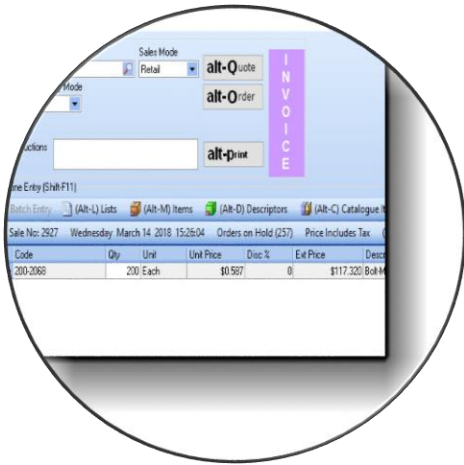


- Sales Order process offering full 'Pick / Pack and Despatch' or simple over the counter type transactions
- Distribution Requirements Planning (DRP) allowing for multi-site processing of orders and stock
- Sales Quoting offering multiple layout presentation options including photos
- Unlimited number of Sales Quote Revisions can be created and maintained until it is either converted or lost.
- Multiple input methods to populate Order lines. i.e. Drag & Drop / Batch Select / predefined or dynamically populated lists based on historical sales or just single line entry
- Quote & Order lines can include Inventory Items, Kitsets, Supplier Catalogue Items, Non-Inventory Charges or Custom Configured products
- Conversion of Quotes to Order or Lost with an applicable reason. Ability to determine win loss ratios
- Expiry Dates on Quotes offering an option to follow up before the quote expires
- Manage the Sales Quote / Order process with user defined Tracking Codes and colours
- Warnings can be generated when a Quote is converted, showing differences in cost / sell prices or attributes of the item that may now influence the margin since that Quote was initially created.
- Any form of electronic document / image can be linked to a Sales Quote or Order or line within it. Ability to print linked product images on Quotes etc...
- Extensive Pricing policies, Unlimited Price Levels, Discounts and special pricing / discounting with effectivity dates
- Multi-Currency capability. Pricing rules can be specific to currencies.
- Consolidated invoicing by Customer or Order. I.e. one invoice covering multiple orders or one invoice per order.
- Separate 'Bill To' Customer allowing for centralised billing to a Head Office for example
- Recurring Invoices for regular charges i.e. rent etc...
- Single or batch creation, printing / emailing of Invoices and Statements
- Ability to email Invoices / Statements to nominated email addresses
- No limits to how many contacts or delivery addresses are linked to a customer
- Customers and Prospects defined separately.
- Order Pricing Matrix allowing for rules to automatically insert lines onto an order under specific circumstances. i.e. order 3 widgets and get another additional product free or discounted for the month of June
- Add-On Sales capability allowing the user to easily determine if additional related products or services are associated with the item being ordered. i.e. up selling accessories when a specific item is selected
- Auto creation of warranty and or asset service records upon the issue of an item
- Full stock traceability including Serial No, Batch No, Expiry Date, Revision No, Colour, Grade or Size.
- Auto Picking capability for all products, also picking oldest expiry first if required
- Multi stock warehouse and location capability (Aisle / Rack Row)
- Optional Site Costing for inventory allowing for Freight Charges etc to be spread across internal transfers of stock between sites or branches.



- Full Materials Requirements Planning (MRP) capability to determine product requirements to satisfy current and future demand along with Re-Order Levels and Qty's based on History or Fixed Qty. This also allows for creation of Purchase or Manufacturing orders if replenishment is required.
- Simple Rentals and Hire capability
- Extensive Sales & Margin Reporting using an existing suite of reports / inquires / views and pivot views or develop your own using the report writer capability. All results are easily exported to Excel / Word etc...
- Optional standard Mobility (Android & IOS) functions allowing for:
 - Sales Quote / Order capture
 - Quick Invoice generation
 - Picking of Stock
 - Capturing Proof of Delivery
 - B2B Capability allowing a customer portal to auto create orders and instantly view their data i.e. outstanding invoices etc...
 - Real Time Inquiries for your own staff as well as your customers
 - Creation of new customer / prospect records and updating of existing information
 - Creating Purchase Orders
 - Receipting Goods into store
 - Stock Counts
 - Scanning Capability
- Configurable Mobility functions for Compliance, or any data capture relating to a Customer.
- Sales Quote/ Order or Delivery allowing for any of the following:
 - Checklists
 - Photos
 - Audio Notes
 - Signatures
 - GPS tracking
 - Typed Notes
 - Delivery Drop Off Information
 - Quote / Order Status Update
- Unlimited Date / Time stamped, and categorised History Notes logged against the Sales Order
- Ability to reserve stock for specific orders