

Sales Manager Module

Sample Features

- Modifiable BI dashboards & management reports
- Manage sales cycle from Quotes to orders to shipping, converts quote to order
- No limit to the amount of orders or items on an order
- Handles recurring orders
- Automated validation of credit limit & terms
- Automated consultation of inventory
- Automated look-up of quantities in back order or already delivered
- Automated inventory update
- Automated task posting for shipping
- Automated task posting for pick list
- Client order history
- Product lists
- Tax table by shipping territories
- Integration with Price Lists
- Management of order entry (orders on hold, open orders, quotation, delivered orders, etc...)
- Management of delivery and billing addresses
- Generation of invoices and way bills
- RMA (Returned Merchandise Approvals) management
- Order duplication control
- Classification of orders by origin
- Serialization of items ordered
- Automatic generation of work or service orders
- Secure access to resource scheduler for service sector
- List of transporters
- Deposit and/or payments on orders
- Manage complete quotation lifecycle
- Apply business process management to sales cycle for task Generated workflow
- Allows the entry of notes directly on the order
- Permits order fulfilment from multiple warehouse locations
- Allows notes follow up on the invoice or on the waybill
- Delivery date by items placed on the order
- Global rebates that may be applicable on the order
- Line item discounts
- Facilitates drill-down to work-in-progress from sales order
- Open orders may be modified at any time (invoiced / delivered items excepted)

The Challenge:

Managing your sales pipeline, converting quotes to orders, ensuring timely delivery, providing immediate answers to customer inquires etc...

The Solution...

FBS Sales Manager Module for Orders / Quotations / Contracts / RFP-RFQ etc...

- Manage your sales orders from the Quotation stage through to shipping etc...
- Multiple Sales Order types for Cash-N-Carry, Contract, Recurring, Counter Sales and standard order entry etc...
- Order Status types: Quote, Draft, Open, Open /w Back-Order, On Hold, Closed, Recurring, Contract, Deleted, Archived etc...
- Option to allocate stock at order entry or on shipping etc...
- Multi-site order management with the ability to generate internal transfers or direct ship-to's from multiple stocking locations etc...
- Extendable to supply chain via the Internet etc...
- Full Audit logs etc...

To learn more about the FBS Sales Manager module please contact Fdata

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To register for an online demo or webinar please visit;

<http://www.foundationdms.com/register.html>

Server Hardware: Minimum Specs

Computer/processor:	Intel Dual 3 GHz CPU
Memory (RAM):	2 GB
Hard disk size/SCSI/RAID:	100 GB of RAID 5 storage. (Additional storage may be required if documents are to be stored in the database.
Network card:	1 GB
Display requirements:	1024 x 768
Peripherals:	CD/DVD ROM

Server Software:

OS:	Windows XP, Windows 2003 Server, Mac OS 10, Linux
Browser requirements:	IE 6.0 or 7.0
Additional software requirements for server and/or client components (MS Office, .NET, etc.)	Java JDK 1.6

Desktop Software:

OS:	Windows XP Home, Pro, Vista, Mac OS10, Linux
Productivity software:	Excel, WordPad or MS Word
Application specific:	Java Runtime Engine V.1.6.0