



## SAGE PFW

## SALES ORDER

### ■ CUSTOMIZATION

Sage PFW ERP is easily customized, not only within Sales Order, but also throughout the solution to fit the widely varying needs of today's businesses.

### ■ MULTI-CURRENCY CAPABILITIES

Extensive multi-currency capabilities, including instant conversion of foreign currencies to home currency and vice versa, give you the competitive edge to succeed in the global marketplace.

### ■ ACCESS BUSINESS CRITICAL INFORMATION

Empower your staff with vital information when they need it! Universal Notes and Attachments put critical information at your finger tips, improving customer satisfaction and increasing productivity.

### ■ STREAMLINED INTEGRATION

Seamless integration with other Sage PFW modules eliminates redundant data entry and automates your workflow creating a fully integrated solution.

### ■ ORDER CONTROL AND MANAGEMENT

Extensive automatic features simplify the ordering process, saving time, eliminating errors, and facilitating smooth, cost-efficient operations, which keep both management and customers happy.

### ■ ACCURATE ORDER PROCESSING

Take control of your order processing using default data entry fields to quickly enter and view customer information, suggest alternate items for out of stock inventory, and instantly check order and shipment status.

### ■ INSIGHTFUL REPORTS AND DRILL-DOWN CAPABILITIES

Sage PFW transforms your data into the insights you need to more effectively manage your business.

**Sales Order Shipment Entry**

File Edit View Window Help

Sales Order Number

PAS1 09/28/98 05:31:23 PM

1. Shipment | 2. Misc | 3. Address | 4. Credit | 5. Line Items

Select for Shipment Posting

Sales Order Number: 00038

Customer Key: JON01 [Jones Golf Shops]

Ship To Key:

Sales Order Status: NN - New Order, Not Posted

Current Shipment Posting Status: Unselected

Cancel Date: 11/25/99

Ship Date: 07/18/01

Ship Via Key: U [UPS]

Invoice Number Override: 38259

Invoice Date: 07/18/01

Age Date: 07/18/01

Number of Labels to Print:

Create Back Order for Unshipped Items

Nontaxable Freight Amount: 34.50

Currency: CANADIAN DOLLARS

Required Field Demo Golf, Inc.

Ultimately, success in business is a measure of successful customer relations. From initial contact to product delivery, your customer satisfaction depends upon each step of the sales cycle being handled accurately and efficiently. The Sage PFW ERP Sales Order module is the solution for streamlining the sales cycle and significantly enhancing customer service performance.

Immediate access to up-to-date inventory and account information empowers your sales team to provide accurate, quick responses. Extensive quote, new order, back order, cancellation, shipment and prepayment capabilities improve productivity, help you service your customers better, and ultimately boost your bottom line. Take better care of your company's most valuable asset—your customer—with the Sage PFW Sales Order module and reap the benefits.

From developing innovative products that anticipate our customers' changing needs to providing award-winning customer support, we are dedicated to surpassing expectations in all aspects of our business. Rest assured our software is supported by a nationwide network of specialists who are your resource for implementation, training, service, and support. For more information about Sage PFW ERP and reaching a higher level of performance and profitability, please contact your local business partners, or call us directly toll free at 1-888-473-5135. You may also visit our Web site at: [www.sagesoftware.com](http://www.sagesoftware.com) or e-mail us at: [sagepfwinfo@sage.com](mailto:sagepfwinfo@sage.com)



# Sage PFW

## Sales Order

*"Sage PFW is the only software I would recommend to any mid-sized, growing company like ours."*

David Laforce, Vice President  
Newport Furniture Parts Company

### FEATURES

#### Customization

The Sales Order module can be easily customized to your business processes for maximum functionality and efficiency, ensuring consistent system use and reducing training requirements. With Sage PFW's unique customization templates you can remove, rename, require, or prevent entry and set minimum/maximum numeric ranges for any entry field. Additionally, you can hide screen tabs that are not required in your business and even create your own field level help. These are just a few of the possibilities that will set productivity soaring throughout your organization.

#### Multi-currency Capabilities

Take control of the global marketplace with robust multi-currency capabilities including instant conversion of foreign currencies to home currency and vice versa and calculation of gains and losses accrued through currency exchange. Providing orders and invoices in your customers' currency makes it easy and convenient for them to do business with you. The Multi-Currency Manager module empowers you to transcend many of the operational challenges of global enterprise.

#### Access Business Critical Information

Boost your customer satisfaction, up sell and cross sell items, and increase productivity by providing your employees quick and easy access to critical information. Have customer account correspondences, inventory information and sales scripts just a click away. Use pop-up action notes to relay urgent sales and credit information that's critical. Universal Notes and Attachments functionality allows your salespeople to provide valuable information to your customers at the point of sale and much more. The possibilities are virtually unlimited since this functionality is available throughout Sage PFW.

#### Streamlined Integration

Sales Order eliminates redundant entry efforts by automatically updating Sage PFW Inventory with quantities and costs, Accounts Receivable with invoice and payment information, Bank Book with check receipts, and General Ledger with all transaction activity. With this fully integrated solution you will have access to current inventory and accounts receivable records, so you can make shipping decisions with confidence and operate more efficiently. Seamlessly add customers, process invoices and check status of inventory items, including on-hand, committed to sales, and committed to production quantities.

#### Order Control and Management

Reduce repetitive data entry using historical orders as templates for new orders and recur orders at user specified cycle dates. Combine customer orders, setting quantities, location, tax status, required date, ship date and general ledger accounts for each line item. Input multiple ship-to addresses per bill-to addresses, as well as different pricing, preferred warehouse, salesperson, territory, and taxation for each location. Save your company valuable time and money with these and other streamlined ordering options.

#### Accurate Order Processing

Improve customer satisfaction creating detailed quotes and automatically converting them to new orders that provide a full audit trail, tracking all historical data regarding sales and shipments, and maintaining invoice history indefinitely. Utilize flexible multiple pricing schemes, quantity price breaks, and price specials to match complex pricing. Powerful processing features include immediate data validation using visual red-flag alerts, automatically assigning order numbers using a user defined numbering convention, converting order units of measure and costs, recording serial/lot information, and the ability to check inventory and credit information while entering an order.

#### Insightful Reports and Drill-down Capabilities

Managing sales with insight means making decisions based on the most up-to-date business intelligence. Sales Order provides critical information on order status, inventory, commitments, shipping status and invoice history. Perform comprehensive inquiries and drill downs from anywhere in the system with Sage PFW Financial Explorer.